



■ spotlight

August 2011 Vol. 44 No. 08



Struggling With Juggling?

A monthly publication spotlighting top producers of American Income Life and National Income Life



Roger Smith
President & CEO
AIL & NILICO

Struggling With Juggling?

"Life's a struggle if you can't juggle." — Unknown

Have you ever been channel surfing and flipped past something so bizarre that you felt compelled to flip back to make sure you actually saw what you thought you saw? It happened to me a while back, and even as I saw what I saw, I had a hard time believing it. But there they were: two guys wearing tutus and tights, juggling and tossing running chainsaws.

In addition to having nerves of steel, lightning-quick reactions, and precision timing, they were bantering back and forth, and the audience was howling with laughter. Me too! They call themselves The Passing Zone. I looked them up online and learned that they perform as corporate keynote speakers when they aren't doing TV appearances. My first thought was, "What the heck could a couple of wacky jugglers have to offer that would be of any value to a corporate audience?"

And then it hit me. We're all just a bunch of wacky jugglers! Whether you are an individual producer, manager, SGA, a member of our PR team, or the CEO, we all get up in the morning, toss the various aspects of our personal and professional lives — our chainsaws — into the air, and do our best to make sure none of them hits the ground today. The degree to which we succeed each day depends on how well we juggle our chainsaws.

So, how well do you juggle? As it is with The Passing Zone, if you lose focus, things can come crashing down, sometimes with disastrous results. But, here's the thing: when you're juggling, if you drop something, you can't stop to pick it up, because if you do, everything else will also fall. You must continue to juggle the other objects, scoop the fallen object back up into the rotation, and get everything back in sync.

The parallels are obvious. If you are out there selling your heart out, but your business is not staying on the books, there goes your net ALP, there goes bonus, there goes qualifying for convention, etc. Keep going, but

reach down and swing that QOB chainsaw back into the air! If you're recruiting, recruiting, recruiting, but those agents aren't producing enough to be to be successful, it will have a negative effect on retention, therefore submitting agents, net ALP, and the growth of your hierarchy. Don't stop recruiting, but synchronize your efforts to keep the momentum going. If you're hustling to sign new groups but are not servicing our existing ones in a timely manner, the result is less leads and possibly even losing the group. New groups are critical to our growth, but don't let established partnerships fall by the wayside.

Every one drops a chainsaw from time to time. The good news is that we all get better with practice. Having a hard time keeping everything in the air? Seek help from those who are not only juggling, but tap dancing, serving tea, and reciting the Gettysburg Address at the same time. You know who they are. They can also help you decide those things you may be juggling that are throwing off your rhythm.

The world is a crazy circus full of distractions. To keep your act together, stay focused, keep your rhythm and momentum. The show must go on!



P.S. I mentioned The Passing Zone to someone at the McKinney office and found out that they juggled chainsaws over Torchmark CEO Mark McAndrew's head one year at a convention!

Go to www.passingzone.com/corporate/videos.php to see videos of The Passing Zone.



■ spotlight

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SGA CAREER TRACK New Markets Opening & Expanding

There is a growing need for ambitious leaders.

AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: futuresga@aillife.com.

TOTAL BONUSES PAID OUT

This month AIL and NILICO paid a total of \$2,201,477 in bonuses. For more information on the monthly bonuses, turn to Page 09.

Total: \$2,201,477

REQUIRED RETENTION RATE

Effective Jan. 1, 2011, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first eight months. The rates listed below are for *Spotlight* recognition only.

Retention:	68.0%
Net to Gross:	78%

DATES TO REMEMBER

eApp business should be uploaded to Home Office by **Friday 09/23 before 2:00 P.M. CST**. Paper apps and PR credits must be at HO by **Wednesday 09/28** to count for September production.

LOOK FOR THE ASTERISK

The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2012 Awards Presentation, are: the top SGA from each category based on YTD First Six Month Objective Percentage plus YTD Net ALP growth percentage, the top two PR Representatives from each category, the top two RGAs, the top five MGAs, the top five GAs, the top SA, and the top ten Individual Producers. You can view the 2012 Convention Qualifications online at www.aillife.com or www.nilife.com. *Check your production! If there is an asterisk by your position, you could be on your way to the Hard Rock Hotel & Casino in Punta Cana, Dominican Republic! The convention will be held May 22-25, 2012.*



**LEADERSHIP
ACADEMY**

PG. 04



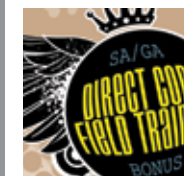
**MILLION DOLLAR
CLUB**

PG. 07



**COMMUNITY
BROCHURE**

PG. 11



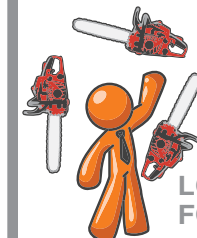
**SA/GA
TRAINING
BONUS**

PG. 12



**STRUGGLING
WITH JUGGLING**

PG. 13



**LOOK
FOR ME!**





LEADERSHIP ACADEMY

Leaders are made, not born. You learn to become a leader by doing what other excellent leaders have done before you. An organization's ability to learn, and translate that learning into action rapidly, is the ultimate competitive advantage. At AIL/NILICO's Leadership Academy 101 the best and the brightest will descend upon McKinney, TX September 13-14 for the next session of Leadership Academy 101: Fundamentals of Agency Building. They will share their wisdom, knowledge and motivation for our most precious resource: OUR FUTURE LEADERS!

The GAs and SAs who attend will immerse themselves in learning from the most respected and accomplished leaders at AIL/NILICO. They will spend time connecting with their "upwardly mobile" peers from all over the US, Canada and New Zealand, building networks and relationships to last a lifetime. They will share and acquire strategies, learn new tactics and gain wisdom that will prove to be invaluable throughout their careers.

Registration for this session is closed, and this is the last opportunity for 101 in 2011. The schedule for 2012 is in development, so talk to your SGA about attending next year if you think you've got "the right stuff!"

Here are the remaining Leadership Academy opportunities for 2011:

- Leadership 101:** 09/13 — 09/14
- Leadership 401:** 10/05 — 10/06
- Leadership 201:** 10/18 — 10/19
- Leadership 301:** 11/02 — 11/03

"Leadership is lifting a person's vision to higher sights, the raising of a person's performance to a higher standard, the building of a personality beyond its normal limitations."
— Peter F. Drucker



■ Direction



Larry Strong

Vice President of
Agency Leadership Development

living. The capacity to influence others in a positive manner can only be successfully achieved and sustained when we are passionate about our belief in why we do what we do. What a blessing to have our vocation and profession line up with one of our purposes in life!

The Law of Reciprocity

Galatians 6:7 says, "For whatever a man sows, that and that only is what he will reap." This has been said in a lot of different ways like, "you get back what you give," "what goes around comes around," and perhaps the most widely used by folks like us, "if you help others get what they want, you will get what you want!"

Still Making The Difference?

"If you are looking down on somebody, make sure it's while you are helping them up." — Rev. Jesse Jackson

One of my favorite leadership development exercises when I go into one of our agencies is to get in front of our Agency Builders (I don't call them managers anymore) and ask them a couple of questions. The first question I ask them is, "Why did you decide to become an Agency Builder?" Here are some of the responses I can always count on:

- To show other people how to become successful
- The challenge of "duplicating" myself through others
- To "pay forward" the AIL/NILICO opportunity that was given to me
- To make a positive difference in other people's lives
- Financial prosperity (earn more money)
- To not have to rely on just my personal production
- To build my "legacy"

While the order of responses is, of course, always different, I can pretty much count on the ultimate list of reasons being identical no matter where I am, who the SGA is, or who the Agency Builders are.

Do you find anything interesting or unusual about this list or the order of the reasons people give me? I cannot remember a time where the first response to the question was "to make more money." And because of the natural way this exercise takes place, it allows me the opportunity to review the list and make some "orderly sense" of it, as I will now.

Belief in What We Do

Millions of people wake up every day dreading what they do for a living. Thank God, that is not us. It is virtually impossible to have the desire or emotional, physical and spiritual stamina to MAKE A DIFFERENCE in someone's life if one dreads what they do for a

I believe one of the MOST PROFOUND realities of our business is this: no money is earned, generated or paid to any of us until and unless we help someone. The order in which the list evolves in the exercise validates that financial prosperity and the wealth-building proposition we are afforded only happens when we venture into the "making a positive difference in someone's life" territory. The way to the "promised land" of financial prosperity goes right smack dab through the way of service and sacrifice to others.

And let me remind all of us — Agency Builder, Career Agent, SGA and our fantastic Home Office personnel — the primary reason we do what we do is to give the families we serve some degree of comfort and peace of mind on the worst day of their lives — upon losing a loved one.

Leaving Our Mark

Many of you have heard me talk about what "legacy" means and how important it is for us to understand. Each one of us is going to leave a mark or imprint on this planet in some way, shape, or form. Some will be gigantic, others perhaps smaller in proportion, but none insignificant or without meaning to those who we will leave behind. We all make a difference.

But the real question will always be *how much of a difference?*

What are you doing today to make the difference in somebody's life? Somebody is looking for help and you can be the one to help them. Somebody has dreams, but no clue how to achieve them. You can be the one to help deliver their dreams.

And, oh yes, someone is down and hoping for your help to bring them up.

Stay Strong! Lead On!

FOUNDERS CLUB

July 2011 Qualifiers — Outstanding Producers & PR Representatives:



David Fung
Jatoft-Foti Agency
1st Qualification
\$50,532 Net ALP
78.8% Ret



Casey Sperzel
Travis Moody Agency
1st Qualification
\$54,103 Net ALP
77.3% Ret



Bryon Welch
Friedlander Agency
1st Qualification
\$49,861 Net ALP
91.3% Ret

NEW DIRECTOR



Renee Jeffries
Needs-Based Director

Renee started with ALL straight out of college in the Surace-Smith Agency in 2006, eventually becoming an MGA. She wanted to become a Director so she could help multiple Agencies by showing them how to spot problems and fix them in a short amount of time. She's excited about the Needs-Based Presentation. "Once I got it down, I realized what a powerful tool it is to help develop Agencies." Renee lives in Columbus, OH.

MILLION DOLLAR CLUB

Another champion, another milestone!
Each champion will receive a bonus of \$5,000 and the Million Dollar Club Award.
Congratulations on your achievements.



Steven Stensrud
Altig-Orlovic Agency
Hire Date: 10/15/05
Qualified July of 2011
\$1,005,096 of Net ALP



Helen Taylor
Altig-Orlovic Agency
Hire Date: 08/13/03
Qualified July of 2011
\$1,002,936 of Net ALP



Ben Halali
Jatoft-Foti Agency
Hire Date: 08/20/05
Qualified July of 2011
\$1,002,790 of Net ALP



Yvonne Zarathustra
Jatoft-Foti Agency
Hire Date: 06/30/02
Qualified July of 2011
\$1,002,615 of Net ALP

Directors of the Month



Driving Excellence

Sales Director of the Month

Leaders growing leaders!

Ron Newlin



Ron had 41% increase in ALP over 2010.
Well done!

PR Director of the Month

Leaders growing leaders!

Rachelle Valdez



Rachelle had positive lead growth of 6,235 leads in July.
Good job!



Bert wrote a motivational sales book that was recently published titled "20 Best Ways to Get Back to The Basics of Selling."

Bert shares wit and wisdom obtained from more than 30 years of American Income experience, and tackles such topics as goal setting, positive mental attitude, good habits and discipline, confidence and overcoming fear, motivation, etc. Good job, Bert!

Bert's book is available from his website,
www.20bestways.com



Congratulations

**to Personal Producer Bert Feldman
of the Williams-Zophin Agency**

■ Anniversaries

34 Years of Service
Malka Arony, PR
25 Years of Service
Lawrence Dennis, Agt
18 Years of Service
Michael Perkins, Agt
15 Years of Service
Kouassi Appiah, Agt
Doreen Ryan-Foti, MGA
11 Years of Service
Wes Elder, MGA
Robert Ulreich, Agt
10 Years of Service
Gabriela Berloni, PR
Zulfikar Bhukera, Agt
Darren Miller, MGA
Cathy Thompson, MGA
9 Years of Service
Barry Dillah, MGA
Joshua Goodman, MGA
Curt Snow, MGA
8 Years of Service
Alex Gonzales, Agt
Joaquin Santos, Agt
Helen Taylor, Agt
7 Years of Service
Scott Hanna, MGA
Kenneth Lett, PR
6 Years of Service
John Collins, RGA
Gabriel Feldmann, Agt
David Goodman, Agt

Ben Halali, RGA
Sean Lacroix, MGA
Mickenzie Linse, GA
Nicole Pate, PR
Agatha Safford, Agt
Scott Sonnenberg, SGA
Jesse Zwack, SA
5 Years of Service
Cynthia Cleary, PR
Richard Correa, RGA
Nikki Crosby, Agt
David Romfoe, MGA
Paul Samra, MGA
Michael van Delft, Agt
Ryan Vopat, MGA
4 Years of Service
Debra Bell, Agt
Cara DeFiore, MGA
Filipo Havili, Agt
Sheila Morris, PR
3 Years of Service
Jason Anderson, Agt
John Bacaron, SA
Amanda Beyersdorff, GA
Amanda Caballero, PR
Sebrena Cohen, Agt
Robert Costantiello, Agt
Kevin Davis, SGA
Magda Figueiredo, RGA
Joy Horcajo, MGA
Lisa Kahan, Agt
Scott Kim, MGA

Yeni Losano, Agt
Evelyn Nkwenti, Agt
Lafi Papalii, MGA
James Raymond, RGA
Alex Rozotto, Agt
Erez Shabtay, Agt
Robert Simmen, Agt
Steven Sparkes, Agt
Jarred Sykes, RGA
Richard Woodly, Agt
2 Years of Service
Rebecca Allbaugh, Agt
Anthony Balloutine, Agt
Harvey Dixon, SA
Sarah Dufrechou, PR
Lester Evans, Agt
Jenny Hearn, PR
Gregory Henderson, Agt
Shane Knowles, PR
Jacqueline McHugh, GA
Kevin Murray, Agt
Shelby Poston, Agt
Chad Potts, Agt
Justin Sally, MGA
Henry Scheirich, Agt
Andres Sylva, MGA
Robert Tierney, Agt
Omarh Torio, Agt
Jonathan Woelfle, SA
Kyle Wrobel, GA
1 Year of Service
Reynolds Akuamo, Agt

Kimberly Alston, SA
Jeremiah Arellano, MGA
Johanna Bilbes, Agt
Antonio Bond, SA
Corwyn Boykins, GA
Kevin Brooks, SA
Harold Cantillo, Agt
Carl Carlberg, GA
Sean Carlton, SA
Gurpreet Chahal, SA
Leigh Crainshaw, Agt
Brendan Croft, Agt
Samantha Dernbach, SA
Carl Dianas, Agt
Jeremie Dupuis, MGA
Debbie Ezernack, GA
Rolando Garcia, Agt
Tyler Green, SA
Jorge Guerra, SA
Cumhur Gulel, SA
Amarildo Hajro, SA
Janice Horslin, Agt
Newman Hoverd, GA
Sarai Iosefa, SA
Cecil Johnson, Agt
Jeffery Kitsis, SA
Spencer Layton, Agt
Frederic LeVasseur, PR
Amanda MacDonald, PR
Jonathan MacLennan, MGA
Christopher Madsen, GA
Larielle Major, GA

Trevor Mayer, GA
Rebecca McCloud, Agt
Nadine McSorley, Agt
Mario Meza, SA
Paul Milheron, Agt
Marshall Miller, MGA
Anaise Moonia, GA
Gary Mora, Agt
Andrea Mosley, SA
George Pacunayen, Agt
Gilbert Padilla, SA
John Palmieri, SA
Garik Petrosyan, MGA
Kenard Pinkston, MGA
Fabiola Quintero, Agt
Phillip Rigoli, GA
George Rosicky, GA
Larry Sale, SA
Darcy Schrieber, MGA
Bridgette Scrivani, Agt
Sheryce Sheppard-Harper, SA
Marie Sio, Agt
Stanley Smith, Agt
Katelyn Snyder, Agt
Rosendo Stoiloff-Alvarez, Agt
Nicholas Walsh, RGA
Marvin Weatherall, Agt
Michael Whitehouse, GA
Stephan Williams, Agt

■ Promotions

REGIONAL GENERAL AGENT
Caleb Douce
Christine Moulton
Jack Keiderling
Arnold Pacleb
Vance Rountree
Muhammad Satti
Theresa Setefano
Michael Williams
Matthew Willrodt
MASTER GENERAL AGENT
Clarence Boykins
Scott Cooper
Salvatore D'Alessandro
Matthew Davidson
Loretta Ekeroma
Ricardo Ferrer
Glyn Hurst
Kody Kramme
Natasha Levandowski
Joseph Mayne
Danilo Mendoza
Alyssa Mochen
Rasool Mutawakkil
Marco Omiabo-Philips
Lafi Papalii
James Scoggins
Katie Strong
Thomas Yarbrough
60% GENERAL AGENT
Corwyn Boykins
Tracy Duran
Kelly Finnen
Deane Guldan
James Keefer
Tonny Lofton
Chris Lussier

Jacqueline McHugh
Johna Ryan
Brent Wilhelm
57.5% GENERAL AGENT
Stephane Bartlett
Aaron Booth
David Borghi
Christine Curran
Erna Gasanin
Trevor Mayer
Steven Moore
Tone Munro
Robert Nolan
Michael Perez
Jesse Remby
Amr Shater
Edward Sherman
Jennifer Strickling
Senelinah Talamaivao
Ransy Vazquez
Karla Walker
Rocco Zagari
55% SUPERVISING AGENT
Alisha Armand
Terrence Asuncion
John Bacaron
Jessica Baker
Jodi Bohdal
Joel Burdier
Hamlet Cardenas
Viet Chung
Pamla Crawford
Janet Cullar
Dustin Edgell
Alfredo Flores
Scot Gates
Joe Gomez

Meakie Grice
Eluerecia Guzman
Anthony Harris
John Holstein
Stephen Kemper
Kirk Kennedy
Francine Langley
Albert Lau
Heather Leitch
James Lochard
Michael Logue
Brian Lolar
Robert Magdaleno
Emilexis Medina
Maureen Muchison
Christian Napiza
Wendy Ornelas
Sheila Owens
Christopher Phoenix
David Ramirez
Jesse Sitze
Alomkone Soundara
Bethany Thomas
Nathan Thompson
Shannon Troublefield
Russell Trujillo
Justin Vogler
Carissa Williams
Ryan Wilson
52.5% SUPERVISING AGENT
James Allen
David Armantrout
Edward Atkinson
Darrell Benjamin
Michael Brooks
Tamatha Brown
Jack Bryant

Danielle Cardello
Joseph Cassillo
Andrew Cavicchi
Andrew Cline
Gerald Coleman
Timothy Conklin
Daniel Conrado
Kalle Convery
Zachary Culp
Robert Dacey
Ayoub Darkhalil
Tuvancathy Diep
Alex Dmyterko
Michael Fassler
Sokol Fazliu
Mary Maida Fujii
Joseph Geer
Mary Gomez
Sean Grant
Ronette Griffin
Cumhur Gulel
Betty Harris
Matthew Haslett
Dace Heislere
Matthew Hodge
Russell Hubbard
Judy Hunter
Kyle Istvanditsch
Steven Jargo
Catherine Jeffrey
Ashley Johnson
Lauren Jones
London Jones
Theresa Jordan
Valerie Joyner
Vijay Khobchandani
Kenneth Kinloch

Qiong Liang
Brandon MacDonald
Diego Madrid
Ryan McCarthy
Aaron McLean
James Miller
Charles Mitchell
Juan Morales
Kimberly Mussich
Joel Ocegvera
Derrick Piercy
Ralph Politano
James Riordan
Julian Rovito
Albert Sanducci
Zachary Savage
John Sikora
Vashneel Singh
Marie Sio
Andrew Smith
Davida Smith
Garvin Smith
Janeen Souza
Nicholas Spirito
Christopher Stetson
Maleah Taai
Peter Talamaivao
Nathaniel Tardif
Jessica Tasky
Benjamin Thompson
Karina Valencia
Dawn Wagner
Melissa Wartman
Jason Wilk
Randy Wright
Danielle Yeager

BONUS

LEADERSHIP BONUS

Qualifier	Amount	SGA
Matthew Parks	\$34,862	Surace-Smith
Ben Halali	34,076	Jatoft-Foti
Brett Gryska	23,087	Oldham-Bianchi
Darron Hacker	22,760	Surace-Smith
Simon Rolland	21,882	Steve Friedlander
Gil Legarte	21,874	Jatoft-Foti
Patrick Bendure	20,822	Surace-Smith
Taina Lameko	19,762	Steve Friedlander
Ernesto Magat	19,332	Jatoft-Foti
Thomas Vena	18,352	Simon Arias

WORLD'S GREATEST BONUS

Qualifier	Amount	SGA
Tone Munro	\$10,116	Steve Friedlander
Erez Shabtay	7,106	Cohen-Cohen
Zachary Hart	6,133	Alt-Orl-Deley
Katie Massart	5,829	Altig-Orlovic
Ryan Kendl	5,512	Altig-Orlovic
Mark Neilson	5,478	Altig-Orlovic
Ilona Patterson	5,184	Imran Satti
Adam Kahn	5,154	Jatoft-Foti
Samvel Tigranyan	4,270	Cohen-Cohen
Dustin Dunbar	4,045	Alt-Orl-Venekamp

REINSTATEMENT BONUS

Qualifier	Amount	SGA
Sami Mogannam	\$4,714	Jatoft-Foti
David Jackson	1,161	Williams-Zophin
Carlo Bonifazi	1,150	Bob Olson
Nicole Johns	1,104	Oldham-Bianchi
Richard Walus	1,102	Bob Olson
Ronald Friedlander	1,028	Theodore Pappas
Lawrence Turk	966	Theodore Pappas
Alan Weissen	951	Giglione-Ackerman
Michael Collins	901	Philip Prata
Frank Kolligian	803	Slav Bitman

TOTAL

\$2,201,477

Dear Future SGA



SGA Career Track

Whether you are new to our company or even someone with tenure, have you ever wondered what you had to accomplish in order to be promoted to State General Agent? The answer is simple — achieve these three levels.

Level 1: Qualifying

For you to qualify you must meet the following criteria:

- 2 years of continual service with AIL/NILICO
- Production of at least \$225,000 of 1st Six Mo. Agent production (Last 12 Months)
- Must have a 4-Month Retention Rate of 68.0% or higher (Please note that although you need to qualify to be promoted, we will begin the process as soon as you achieve the production level regardless of quality factor.)

Level 2: Preparing for an Offer

Once you qualify by achieving the above criteria, a Personal Leadership Profile will be sent to your home address with a copy to your SGA. Also, we will schedule a conference call between you, your SGA, your SGA's Director, and myself to determine your interest in being an SGA and to initiate a consistent communication process between you, your SGA and the Home Office.

Level 3: Getting an Offer

After conferring with your SGA, I will contact you to:

- Let you know what territory/territories we are offering
- Discuss who may be going with you. (Your SGA can protect one person who they feel they need to keep.) This process has been in place since January 2008, resulting in 42 SGA promotions, and there will be many more.

Stay Strong! Lead On!
Larry Strong
Vice President, Agency Leadership Development

American Income & National Income

- \$50,000** — National Labor College (A Time To Build Reception and Dinner)
- \$25,000** — American Rights at Work Education Fund (platinum sponsor Awards Ceremony)
- \$20,000** — Labor Institute For Training (LIFT) (for Indiana AFL-CIO)
- \$15,000** — United For Wisconsin (Wisconsin State AFL-CIO)
- \$15,000** — Shoot For A Cure (3rd Annual Texas Shoot For A Cure)
- \$10,000** — The Labor Project For Working Families (to advance workplace policies that ensure the health and economic security of our working families)
- \$10,000** — Working Families United for New Jersey (support of increasing participation in the electoral process, issue education and grassroots outreach to the diverse communities of New Jersey)
- \$5,000** — Ohio Faith & Democracy Collaborative
- \$5,000** — Working America Education Fund
- \$5,000** — Int'l Union of Police Associations (scholarship program for children of members)
- \$5,000** — Provincial Building & Construction Trades Council of Ontario (for supporting the Working Families Coalition – a non partisan group which is engaged in an education campaign during the Federal Election)
- \$5,000** — Mississippi Center For Justice (2011 Mississippi on the Potomac Reception honoring William T. Coleman, Jr.)
- \$5,000** — Pride at Work (help launch a major membership and donor campaign)
- \$5,000** — Economic Policy Institute (on recommendation of Frank Hurt, Int'l President of BCTWGM Int'l Union)
- \$5,000** — Tennessee Jobs With Justice (for playing a larger role in the fight for fairness in the workplace)
- \$5,000** — American Rights at Work (on recommendation of Hon. David Bonior, Chair of American Rights at Work)
- \$5,000** — Union Sportsman's Alliance (on behalf of the United Union of Roofers, Waterproofers and Allied Workers)
- \$5,000** — Economic Policy Institute (research, analysis and outreach work)
- \$5,000** — Union Sportsmen's Alliance (on recommendation of William Hite, General President of United Association of Journeymen and Apprentices of the Plumbing and Pipe Fitting Industry)
- \$5,000** — Union Sportsmen's Alliance (requested by Richard Trumka, President of AFL-CIO)
- \$4,500** — Sheet Metal Workers International Association (Michael Sullivan Retirement Party)
- \$3,000** — Coalition of Labor Union Women (as a CLUW Leader at the 16th Biennial Convention)
- \$3,000** — Graphic Communications Conference/Int'l Brotherhood of Teamsters (in support of the Second GCC/IBT Convention to help underwrite delegate events at the Convention)
- \$3,000** — Food and Medicine (Jobs With Justice Education Fund)
- \$2,500** — The Workmen's Circle (in support of We Are Activists: A Proudly Progressive Seder Celebration)
- \$2,500** — Alberta Federation of Labour (17th Annual Kid's Camp)
- \$2,400** — IBEW 38th Convention Expo (exhibition booth at the 38th Int'l Convention & Electrical Industry Exposition of the IBEW in Vancouver, Canada)
- \$2,000** — Friends of Lindell K. Lee (for 2 tickets & an ad for the IBEW Reception & Dinner in honor of Int'l Sec-Treas Emeritus Lindell K. Lee)
- \$1,300** — Int'l Union of Police Associations (booth at the IUPA 2012 Convention in September 2012)
- \$1,300** — Communications Workers of America (exhibition space at the CWA's 73rd Annual Convention in Las Vegas)
- \$1,120** — Workers Defense League (75th Anniversary Dinner)
- \$1,000** — New Jersey AFL-CIO (New Jersey AFL-CIO Legislative/COPE Conference in New Jersey)
- \$1,000** — Faith & Politics Institute (14th annual St. Joseph's Day Breakfast honoring the first responders of 9/11)
- \$1,000** — SMWIA Scholarship Foundation (31st Annual Edward Carlough Invitational Golf Tournament)

Top Contributions of Centralized PR

- \$5,000** — UFCW 8 Golden State - Diamond Golf Sponsorship
- \$5,000** — IBT 120 - Golf Sponsorship
- \$3,500** — UFCW Local 324 - Golf Sponsorship
- \$2,600** — Classroom Teachers Association - Ad
- \$2,500** — Orange County Labor Federation - Ad
- \$2,225** — PA Credit Union Association Conference
- \$2,000** — MD/DC AFL-CIO - Leadership Awards Dinner
- \$2,500** — IUOE 3 - Golf Sponsorships
- \$2,800** — Baltimore AFL-CIO - Golf Sponsorship & Ad
- \$2,000** — UFCW Western State Council - Man of the Year Dinner & Ad
- \$1,875** — IBT District Council 2 - Ad
- \$1,786** — IBT Joint Council 25 - Charitable Trust's All Charity Event
- \$1,595** — Northwest Credit Unions Convention
- \$1,500** — LIUNA 300 Annual Scholarship Fundraiser - Ad
- \$1,500** — Teamsters Joint Council 73 - Golf Sponsorship
- \$1,500** — VFW Convention
- \$1,500** — South Bay CLC - COPE Sponsorship
- \$1,500** — Plasterers Cement Masons - Golf Sponsorship
- \$1,500** — SEIU Local 1 - Golf Sponsorship & Scholarship
- \$1,200** — IUPAT DC 16 - PATCH Day Golf Sponsorship
- \$1,100** — IBT 705 - Welcome Home Heroes Banquet Sponsorship
- \$1,008** — Central States Joint Board Convention
- \$1,000** — Greater Cleveland Peace Officers Memorial Society - Ad
- \$1,000** — North Valley Federation of Labor - Dinner & Ad
- \$1,000** — Cleveland Jobs with Justice - Dinner & Ad
- \$1,000** — North Valley Federation of Labor - Dinner & Ad
- \$1,000** — ABATE of MD - Beast of the East Conference
- \$1,000** — Oregon Hunters Association Convention
- \$1,000** — Maine Firefighters - 2011 Waterville Convention Sponsorship
- \$1,000** — TN AFL-CIO Convention
- \$1,000** — UFCW 1473 - Leukemia & Lymphoma Fundraiser Sponsorship
- \$1,000** — UFCW 700 - Leukemia/Scholarship Fund - Gold Sponsorship
- \$1,000** — Mesothelioma Research Foundation of America - Golf Sponsorship
- \$1,000** — Georgia CLC - Labor Day Picnic
- \$1,000** — Teamsters Joint Council 28 - MDA Golf Classic Sponsorship
- \$1,000** — AFSCME Council 40 - Scholarship
- \$1,000** — UFCW 555 - Northwest Hope Foundation Silver Sponsorship

Make the Difference

Making a difference is far more than just a slogan at American Income Life and National Income Life; it is the culture of our company.

We make a difference every day by being hands-on and involved in the community. Whether it is building a home in New Orleans with Habitat for Humanity, supporting educational programs and raising money for charities, or helping put food on the table for families that have fallen on hard times, when we are needed, we are there.

Our culture of caring and lending a hand to support OUR communities is now documented in a new Brochure which is appropriately titled: "Making the Difference in the Community."

"Making the Difference in the Community" is available for order* and will be an effective tool in the field for both the PR Team and Agency field force to demonstrate the values and culture of this great Company. It's a culture of which we can all be proud.



Brochures can be ordered through CAS Supply, form number AG-2623

*Only available for AIL-US at this time.



Debbie Ensted

Vice President of Public Relations Field Operations








"Think of giving not as a duty but as a privilege."
— John D. Rockefeller Jr.



The SA/GA Direct Code Field Training Bonus became available June 1, 2011 and we are excited by the results! The number of weekly bonuses has increased steadily, and the number of SAs and GAs who qualified has also increased. Want in on this action? Talk to your manager and see how much you can add to your income next month. You have until year end to maximize this bonus opportunity.

YTD Bonus Leaders YTD Bonus Payout \$363,861

1  CECILIA SAN DIEGO-TOMAS \$21,577 Jatoft-Foti Agency	2  SENELINAH TALAMAIVAO \$7,248 FriedlanderAgency	3  ALEXANDER DOREY \$6,765 Imran Satti Agency	4  RYAN O'MALLEY \$6,378 Imran Satti Agency	5  RAN YI \$5,820 Imran Satti Agency
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JULY Bonus Leaders July Bonus Payout \$174,972
July Bonus Qualifiers 354

1 Cecilia San Diego-Tomas \$10,149 Jatoft-Foti	26 Robert Nolan \$1,643 Paul Rumbuc
2 London Burnett 4,173 Surace-Smith	27 Matthew Conrad 1,604 Surace-Smith
3 Ran Yi 3,656 Imran Satti	28 Marcus Howard 1,583 Surace-Smith
4 Travis Picklesimer 3,265 Surace-Smith	29 Donna Tremaine 1,498 Steve Friedlander
5 Michael Lindsey 3,013 Simon Arias	30 Chin Long 1,495 Steve Friedlander
6 Alexander Dorey 2,791 Imran Satti	31 Sara Vaz 1,466 Altig-Orlovic
7 Ryan O'Malley 2,709 Imran Satti	32 William Russell 1,458 Steve Friedlander
8 Senelinah Talamaivao 2,650 Steve Friedlander	33 Thomas Felicciardi 1,348 Theodore Pappas
9 Cameron Cimino 2,460 Simon Arias	34 Ofa Siasau 1,335 Steve Friedlander
10 Luan Hajnaj 2,446 Surace-Smith	35 Mark Wyner 1,267 Sabrina Lloyd
11 Christina Black 2,302 Oldham-Bianchi	36 Richard Lyddon 1,248 Steven DiChiaro
12 Aaron Booth 2,284 Simon Arias	37 Rachel Bryson 1,192 Simon Arias
13 Anaise Moonia 2,247 Steve Friedlander	38 Jessica Santamarina 1,189 Matthew Hogan
14 Kelepi Salusalu 2,192 Steve Friedlander	39 Timothy Watson 1,170 Surace-Smith
15 Richard Henry 2,043 Alex Roland	40 Dan Nebraska 1,160 Simon Arias
16 Nasr Quadri 2,027 Theodore Pappas	41 Nicholas Moore 1,147 Oldham-Bianchi
17 Elaine Kulawiak 1,990 Oldham-Bianchi	42 Rocco Zagari 1,122 Simon Arias
18 Lawrence Smith 1,893 Steve Greer	43 Patrick Lesatele 1,111 Steve Friedlander
19 Vatapuia Vavau 1,878 Steve Friedlander	44 Ian Coates 1,094 Steve Friedlander
20 Charles McMain 1,877 T J Powers	45 Ryan Fickert 1,090 Surace-Smith
21 David Livingston 1,844 Surace-Smith	46 Maureen Brunet-Forchilli 1,079 Oldham-Bianchi
22 Skylar Brown 1,778 Surace-Smith	47 Andrew Dailey 1,031 Oldham-Bianchi
23 Ariana Jones 1,724 Theodore Pappas	48 Samy Jacques 1,009 Williams-Zophin
24 Eric Ebbitt 1,706 Simon Arias	49 Carleus Johnson 1,001 Matt Henderson
25 Nicholas Patterson 1,695 Theodore Pappas	50 Matthew Girard 989 Jatoft-Foti

Please Note: Bonuses listed consist of the top 50 bonus qualifiers. See insert for the remaining qualifiers of \$200 or more. For full bonus details, visit www.aife.com/spotlight.aspx

news flash:

MULTITASKING IS A MYTH

The human mind can truly only focus on one thing at one time. Learn to manage tasks effectively so that you can accomplish more, reduce your stress level, and enjoy your work. Here are some tips to help you juggle multiple tasks effectively.

Find your balance

When the juggling gets out of hand, attempting to multitask can become overwhelming and make you inefficient – things get dropped. Strike a balance with your duties and obligations.

Know when it's appropriate

Learn to recognize when a task requires your undivided attention. Save multitasking for non-urgent tasks.

Organize in advance

Before stopping work at the end of the day, list what you need to accomplish the next day so you can hit the ground running in the morning. Prioritize ruthlessly.



Manage your time

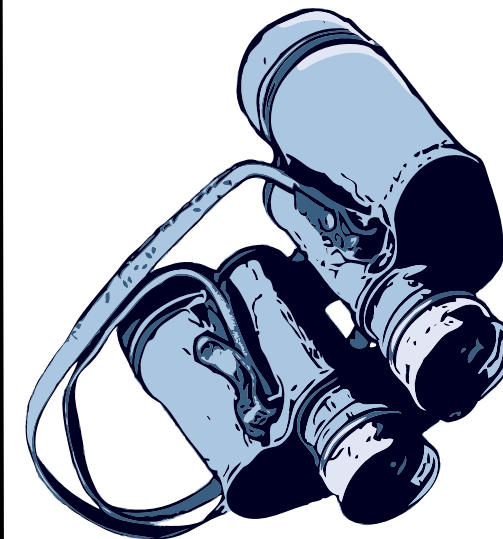
Use a desk organizer, PDA, or phone app to keep track of appointments and deadlines. Don't automatically shift your attention to the most recent 'nanotask' that crosses your path.

Unplug

Bundle non-urgent tasks, such as checking emails or returning phone calls, and do them at certain times of the day. When you're in a meeting, unplug to avoid distractions.

Delegate

If you are in management, learn to delegate. Give specific instructions and set realistic deadlines.



Individual Producers



1. Tone Munro
Auckland, NZ



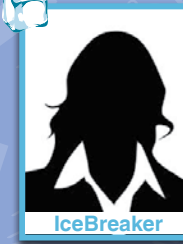
2. William Gordon
Cleveland, OH



3. Erez Shabtay
Los Angeles, CA



4. Mark Neilson
Provo, UT



5. Gina Flores
Redmond, WA



6. Zachary Hart
Springfield, IL



7. Dustin Dunbar
Sioux Falls, SD



8. Adam Kahn
San Jose, CA



9. Ilona Patterson
Halifax, NS



10. Ryan Kendl
Provo, UT



11. Katie Massart
Calgary, AB



12. Ben Halali
San Jose, CA



13. Ryan Doughty
Pittsburgh, PA



14. Omarh Torio
San Jose, CA



15. Samvel Tigranyan
Mission Hills, CA



16. Sarah Smith
Concord, CA



17. Nicholas Fisher
Cleveland, OH



18. Michael van Delft
Halifax, NS



19. Kristy Nguyen
San Jose, CA



20. Johleena Tolentino
Concord, CA

IceBreakers

George Babish
Pittsburgh, PA
\$17,944 Net ALP
Thomas Vena MGA
Simon Arias SGA

Craig Shaw
Provo, UT
\$12,917 Net ALP
Mark Neilson MGA
Altig-Orlovic SGA

Kyle Istvanditsch
Lexington, KY
\$12,502 Net ALP
Ryan Neel MGA
T J Powers SGA

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Individual Producers list for the month, as well as the next Top 3 in this category.

July Production

Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
1.	Tone Munro	\$41,360		91.7	Norman Sellen	Steve Friedlander
2.	William Gordon	36,026		95.0		Surace-Smith
3.	Erez Shabtay	34,231		87.2		Cohen-Cohen
4.	Mark Neilson	31,988		69.0	Nicholas Lorence	Altig-Orlovic
5.	Gina Flores	28,200	95		David Iriye	Altig-Orlovic
6.	Zachary Hart	28,175		90.2		Alt-Orl-Deley
7.	Dustin Dunbar	26,163		72.2		Alt-Orl-Venekamp
8.	Adam Kahn	25,630		80.5	Ben Halali	Jatof-Foti
9.	Ilona Patterson	25,015		84.5	Muhammad Satti	Imran Satti
10.	Ryan Kendl	24,937		81.7	Nicholas Lorence	Altig-Orlovic
11.	Katie Massart	22,172		84.6	Brenton Betts	Altig-Orlovic
12.	Ben Halali	21,941		81.1	Ben Halali	Jatof-Foti
13.	Ryan Doughty	21,534	94		Matthew Diulus	Simon Arias
14.	Omarh Torio	19,883		70.0	Ben Halali	Jatof-Foti
15.	Samvel Tigranyan	19,877		94.7	Erik Graham	Cohen-Cohen
16.	Sarah Smith	19,787	95		Gil Legarte	Jatof-Foti
17.	Nicholas Fisher	19,087	99		Mathew Hart	Surace-Smith
18.	Michael van Delft	19,085		80.9	Muhammad Satti	Imran Satti
19.	Kristy Nguyen	18,877		85.1	Ernesto Magat	Jatof-Foti
20.	Johleena Tolentino	18,857	100		Gil Legarte	Jatof-Foti
21.	Mauselie Dor	18,681	95		Bo Gentile	Williams-Zophin
22.	Lily Tchen	18,357		89.5		Cohen-Cohen
23.	Yvonne Zarathustra	18,343		84.6	Yvonne Zarathustra	Jatof-Foti
24.	Daniel Posner	18,073		81.9	Ben Halali	Jatof-Foti
25.	George Babish	17,944	100		Thomas Vena	Simon Arias
26.	Max Quasem	17,236		83.3		Cohen-Cohen
27.	Laura Bernardino	16,896		82	Gil Legarte	Jatof-Foti
28.	Nicholas Walsh	15,788		77.3		Altig-Orlovic
29.	Carla Miller	15,752		93	Carla Miller	Matthew Hogan
30.	Vakhtang Nazaryan	15,695		86.9	Scott Kim	Cohen-Cohen
31.	Lee Jeffers	15,210		87.7	Eric LaBossiere	Altig-Orlovic
32.	Alex Hernandez	15,121		70.9	Alex Hernandez	Desi Dimitrova
33.	Chad Davis	14,870	89		Haoyu Xu	Imran Satti
34.	Amir Sedaghat	14,686		83.4	Bobby Gujral	Altig-Orlovic
35.	Matthew Conrad	14,650		82.5	Matthew Parks	Surace-Smith
36.	Lesina Ah Sue	14,481		70.6	Stephen Hill	Steve Friedlander
37.	Cherri Xie	14,372		80.5	Ryan Stenglein	Altig-Orlovic
38.	Garret Kun	14,239		86.8	Garret Kun	Fred Hadayia
39.	Steve Marker	14,126		77.8	Troy Plummer	Altig-Orlovic-Hay
40.	Jamie Solis	13,822		72.3	James Solis	Matt Henderson
41.	Rebecca Najlis	13,773		87.9	Ben Halali	Jatof-Foti
42.	Nicholas Moore	13,664		79.0	Michael Romeo	Oldham-Bianchi
43.	Maria Rocha	13,566		76.3	Ernesto Magat	Jatof-Foti
44.	Tevita Tupouniua	13,529		81.4	Ofa Topouniua	Steve Friedlander
45.	Ronald Rivera	13,522		83.4		Cohen-Cohen
46.	Robert Wilhelm	13,441		71.6	Ben Halali	Jatof-Foti
47.	Israel Wizenfeld	13,426		75.1		Cohen-Cohen
48.	Stephen Jeung	13,416	94		Scott Kim	Cohen-Cohen
49.	Maria Duarte	13,223		84.9	Ben Halali	Jatof-Foti
50.	Steven Edgell	13,112		78.8	Roger Fung	Altig-Orlovic

ALL TIME RECORD: OFA TUPOUNIUA \$87,000 Net ALP

YTD Production

Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
*1.	Tone Munro	\$252,033		91.7	Norman Sellen	Steve Friedlander
*2.	Erez Shabtay	176,433		87.2		Cohen-Cohen
*3.	Amy Shui	148,663		75.2		Giglione-Ackerman
*4.	Rebecca Najlis	142,101		87.9	Ben Halali	Jatof-Foti
*5.	Kristy Nguyen	135,398		85.1	Ernesto Magat	Jatof-Foti
*6.	Max Quasem	131,205		83.3		Cohen-Cohen
*7.	Lily Tchen	129,641		89.5		Cohen-Cohen
*8.	Mark Neilson	128,706		69.0	Nicholas Lorence	Altig-Orlovic
*9.	Katie Massart	127,552		84.6	Brenton Betts	Altig-Orlovic
*10.	Maria Rocha	124,174		76.3	Ernesto Magat	Jatof-Foti
11.	Yvonne Zarathustra	118,168		84.6	Yvonne Zarathustra	Jatof-Foti
12.	Ben Halali	115,825		81.1	Ben Halali	Jatof-Foti
13.	Bruce Tan	115,400		84.8	Christopher Clark	Altig-Orlovic
14.	Ryan Kendl	111,679		81.7	Nicholas Lorence	Altig-Orlovic
15.	Samvel Tigranyan	110,802		94.7	Erik Graham	Cohen-Cohen
16.	Omar Hashimi	110,106		74.5		Jatof-Foti
17.	Terrence Asuncion	109,437		76.1	Ernesto Magat	Jatof-Foti
18.	Matt Flores	107,169		88.4		Cohen-Cohen
19.	Casey Sperzel	105,627		77.3	James Allen	Travis Moody
20.	Scott Hanna	102,882		71.2	Scott Hanna	Williams-Zophin
21.	Ilona Patterson	100,791		84.5	Muhammad Satti	Imran Satti
22.	Joshua Lenix	99,278		80.0	Mathew Hart	Surace-Smith
23.	Samson Adelufosi	98,071		77.0		Giglione-Ackerman
24.	Ronald Rivera	97,947		83.4		Cohen-Cohen
25.	Viet Chung	97,945		80.3	Ben Halali	Jatof-Foti
26.	Amanda Beyersdorff	94,417		71.7	Mathew Hart	Surace-Smith
27.	Viliamu Pula	94,081	97		Serah James	Steve Friedlander
28.	Robert Ulreich	93,663		83.8		Jatof-Foti
29.	Adam Kahn	93,321		80.5	Ben Halali	Jatof-Foti
30.	Christian Napiza	91,344		74.7	Ben Halali	Jatof-Foti
31.	Steve Marker	90,566		77.8	Troy Plummer	Altig-Orlovic-Hay
32.	Francois Telfort	89,315	89		Ryan Hall	Laura Fisher
33.	Al-Karim Walji	89,056		84.3		Altig-Orlovic
34.	Maria Duarte	88,320		84.9	Ben Halali	Jatof-Foti
35.	Lesina Ah Sue	88,127		70.6	Stephen Hill	Steve Friedlander
36.	Ross Ewen	87,622		84.0		Scott Rehberg
37.	Kyle Wrobel	85,788		75.5	Mathew Hart	Surace-Smith
38.	Cherri Xie	85,638		80.5	Ryan Stenglein	Altig-Orlovic
39.	Zachary Hart	85,528		90.2		Alt-Orl-Deley
40.	Omarh Torio	85,427		70.0	Ben Halali	Jatof-Foti
41.	Matthew Conrad	84,715		82.5	Matthew Parks	Surace-Smith
42.	Samantha Chui	84,147		82.6	Samantha Chui	Matthew Hogan
43.	David Tubbin	83,632	78		Nicholas Engrav	Joe Manone
44.	Chad Davis	83,352	89		Haoyu Xu	Imran Satti
45.	Richard Luzaich	82,815		79.6	Zachary Hart	Altig-Orlovic-Deley
46.	Mark Akler	82,249		84.2	Byron Paz	Josh Chalom
47.	Justin Germany	82,077		80.7	Justin Germany	Dan Rubio
48.	Fritznel Octave	81,612		85.8	Bo Gentile	Williams-Zophin
49.	Amir Sedaghat	81,586		83.4	Bobby Gujral	Altig-Orlovic
50.	Ala Awad	81,097		80.9	Ala Awad	Alex Roland

ALL TIME RECORD: OFA TUPOUNIUA \$392,550 Net ALP

Supervising Agents



1. Travis Picklesimer
Dayton, OH



2. Matthew Conrad
Cleveland, OH



3. Matthew Cosic
Cleveland, OH



4. Christina Black
Rochester, NY



5. Ran Yi
Halifax, NS

July Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Travis Picklesimer	\$41,115	\$36,278	75.1	Darron Hacker	Surace-Smith
2.	Matthew Conrad	37,529	61,185	95	Matthew Parks	Surace-Smith
3.	Matthew Cosic	33,416	37,162	91	Michael Vasu	Surace-Smith
4.	Christina Black	23,907	28,046	95	Hal Herman	Oldham-Bianchi
5.	Ran Yi	23,724	27,401	91	Haoyu Xu	Imran Satti
6.	Elaine Kulawiak	23,445	27,922	84	Thomas Yarbrough	Oldham-Bianchi
7.	Michael Lindsay	22,546	25,759	90	Thomas Vena	Simon Arias
8.	Kelepi Salusalu	20,864	27,058	100	Simon Rolland	Steve Friedlander
9.	Sara Vaz	20,860	20,860	100	Christopher Hintz	Altig-Orlovic
10.	Anaise Moonia	20,813	29,723	88	Taina Lameko	Steve Friedlander

ALL TIME RECORD: KRISTY NGUYEN \$121,960 1st Six Mo Agt
ALL TIME RECORD: KRAIG JILGE \$186,373 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Matthew Conrad	\$140,315	\$208,923	95	Matthew Parks	Surace-Smith
2.	Michael Matteo	131,842	185,365	73.2	Brett Gryska	Oldham-Bianchi
3.	Travis Picklesimer	129,710	214,400	75.1	Darron Hacker	Surace-Smith
4.	Henry Briggs	121,850	137,602	77.7	Taina Lameko	Steve Friedlander
5.	Steven Rotherforth	117,907	182,873	80.6	Stephen Jubrey	Oldham-Bianchi
6.	Matthew Cosic	116,040	189,565	91	Michael Vasu	Surace-Smith
7.	Anaise Moonia	93,178	133,216	88	Taina Lameko	Steve Friedlander
8.	Jeanette Lancaster	80,417	94,970	76.4	Curt Snow	Jatoft-Foti
9.	Vatapuia Vavau	73,930	100,720	81.0	Lucky Faaitiiti	Steve Friedlander
10.	Ran Yi	68,604	84,091	91	Haoyu Xu	Imran Satti

ALL TIME RECORD: KRAIG JILGE \$501,643 1st Six Mo Agt
ALL TIME RECORD: KRAIG JILGE \$959,675 Net ALP

General Agents



1. Cecilia San Diego-Tomas
Concord, CA



2. Seiloni Filimoehala
Auckland, NZ



3. Elias Hazen
Dayton, OH



4. Thomas Yarbrough
Rochester, NY



5. Andrew Dailey
Rochester, NY



6. Ariana Jones
Flushing, NY



7. Amosa Faamanu
Auckland, NZ



8. Kevin Holtz
Cleveland, OH



9. Nasr Quadri
Flushing, NY



10. London Burnett
Cleveland, OH

July Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Cecilia San Diego-Tomas	\$110,531	\$107,546	73.2	Gil Legarte	Jatoft-Foti
2.	Seiloni Filimoehala	68,263	70,372	97	Simon Rolland	Steve Friedlander
3.	Elias Hazen	54,799	67,080	81.1	Darron Hacker	Surace-Smith
4.	Thomas Yarbrough	51,722	71,015	71.7	Brett Gryska	Oldham-Bianchi
5.	Andrew Dailey	48,799	51,750	92	Brett Gryska	Oldham-Bianchi
6.	Ariana Jones	42,313	55,425	79.4	Jason Bratin	Theodore Pappas
7.	Amosa Faamanu	41,733	56,590	69.4	Taina Lameko	Steve Friedlander
8.	Kevin Holtz	41,469	58,057	88	Michael Vasu	Surace-Smith
9.	Nasr Quadri	40,569	51,807	71.7	Syed Quadri	Theodore Pappas
10.	London Burnett	40,163	49,712	68.1	Mathew Hart	Surace-Smith
11.	Ryan O'Malley	36,375	36,759	91	Haoyu Xu	Imran Satti
12.	Rachel Bryson	36,082	43,758	76.3	Thomas Vena	Simon Arias
13.	Alexander Dorey	35,920	35,920	87	Robert Kanaan	Imran Satti
14.	Kyle Wrobel	32,938	71,243	82	Matthew Hart	Surace-Smith
15.	Richard Henry	32,749	37,866	88	Ala Awad	Alex Roland
16.	Senelinah Talamaivao	32,593	32,509	93	Taina Lameko	Steve Friedlander
17.	Matthew Ficarra	31,625	56,151	79.6	Michael Romeo	Oldham-Bianchi
18.	Karen Gagarin	28,839	104,316	78.0	Ernesto Magat	Jatoft-Foti
19.	Dustin Dunlap	28,803	61,405	75.7	Patrick Bendure	Surace-Smith
20.	Mapa Vaki	28,716	28,445	86	Taina Lameko	Steve Friedlander

ALL TIME RECORD: SITA PEREIRA \$244,444 1st Six Mo Agt
ALL TIME RECORD: SITA PEREIRA \$286,946 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Cecilia San Diego-Tomas	\$475,768	\$539,482	73.2	Gil Legarte	Jatoft-Foti
*2.	Sione Aholoka	387,407	433,684	68.4	Serah James	Steve Friedlander
*3.	Mapa Vaki	380,465	477,015	86	Taina Lameko	Steve Friedlander
*4.	Kraig Jilge	342,567	778,276	72.4	Ben Halali	Jatoft-Foti
*5.	Karen Gagarin	305,807	673,635	78.0	Ernesto Magat	Jatoft-Foti
6.	Amosa Faamanu	283,980	354,062	69.4	Taina Lameko	Steve Friedlander
7.	James Aalders	278,805	337,870	69.5	Haoyu Xu	Imran Satti
8.	Ariana Jones	234,563	310,941	79.4	Jason Bratin	Theodore Pappas
9.	Kevin Holtz	227,134	375,388	88	Michael Vasu	Surace-Smith
10.	John Setu	222,154	287,826	89	Simon Rolland	Steve Friedlander
11.	Dustin Dunlap	215,153	376,077	75.7	Patrick Bendure	Surace-Smith
12.	Elias Hazen	208,485	351,882	81.1	Darron Hacker	Surace-Smith
13.	Rachel Bryson	187,813	232,637	76.3	Thomas Vena	Simon Arias
14.	Ronald Rennich	174,095	255,472	83.4	Matthew Diulus	Simon Arias
15.	Bryon Welch	171,386	239,512	90.2	Sara Welch	Steve Friedlander
16.	Andrew Dailey	169,235	193,825	92	Brett Gryska	Oldham-Bianchi
17.	David Livingston	164,742	265,912	74.2	Daniel Hartwig	Surace-Smith
18.	James Keefer	164,546	233,225	77.1	dasey Kunash	Simon Arias
19.	Ryan O'Malley	162,775	208,577	91	Haoyu Xu	Imran Satti
20.	Andrea Nichols	162,764	273,929	81.1	Brett Gryska	Oldham-Bianchi

ALL TIME RECORD: TAINA LAMEKO \$1,319,496 1st Six Mo Agt
ALL TIME RECORD: TAINA LAMEKO \$1,522,976 Net ALP

Master General Agents



1. Brett Gryska
Rochester, NY



2. Matthew Parks
Cleveland, OH



3. Mathew Hart
Cleveland, OH



4. Darron Hacker
Dayton, OH



5. Simon Rolland
Auckland, NZ



6. Jason Bratin
Flushing, NY



7. Matthew Diulus
Pittsburgh, PA



8. Patrick Bendure
Columbus, OH



9. Thomas Vena
Pittsburgh, PA



10. Michael Romeo
Rochester, NY

July Production

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Brett Gryska	\$149,114	\$193,174		72.3	Oldham-Bianchi
2.	Matthew Parks	111,566	183,346		72.2	Surace-Smith
3.	Mathew Hart	97,069	206,680	93		Surace-Smith
4.	Darron Hacker	96,384	104,069		75.1	Surace-Smith
5.	Simon Rolland	91,203	119,406		69.1	Steve Friedlander
6.	Jason Bratin	74,172	111,070		76.6	Theodore Pappas
7.	Matthew Diulus	70,568	88,488		75.1	Simon Arias
8.	Patrick Bendure	69,645	176,279		73.7	Surace-Smith
9.	Thomas Vena	66,104	80,337		78.9	Simon Arias
10.	Michael Romeo	62,131	100,744		77.4	Oldham-Bianchi
11.	Haoyu Xu	58,163	63,082		70.1	Imran Satti
12.	Daniel Hartwig	56,307	93,292		76.3	Surace-Smith
13.	Hal Herman	56,190	96,230		73.6	Oldham-Bianchi
14.	Casey Kunash	46,815	56,108		77.8	Simon Arias
15.	Stephen Jubrey	46,257	96,309		73.3	Oldham-Bianchi
16.	Joshua Goodman	42,188	57,471		76.9	Steven DiChiaro
17.	Matthew Turnquist	39,853	39,956		73.4	Steven DiChiaro
18.	Robert Kanaan	39,358	38,709		68.9	Imran Satti
19.	Ryan Vopat	37,612	60,197		70.3	Surace-Smith
20.	Ala Awad	36,864	42,416		75.3	Alex Roland

ALL TIME RECORD: JEFF RIBMAN \$326,483 1st Six Mo Agt

ALL TIME RECORD: BEN HALALI \$414,351 Net ALP

YTD Production

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Matthew Parks	\$571,463	\$892,267		72.2	Surace-Smith
*2.	Jason Bratin	540,738	766,643		76.6	Theodore Pappas
*3.	Brett Gryska	531,164	929,829		72.3	Oldham-Bianchi
*4.	Simon Rolland	494,295	707,487		69.1	Steve Friedlander
*5.	Patrick Bendure	491,762	1,252,797		73.7	Surace-Smith
6.	Justin Adams	457,342	652,874		69.4	Simon Arias
7.	Matthew Diulus	456,170	574,502		75.1	Simon Arias
8.	Ben Halali	451,916	2,040,917		73.8	Jatoft-Foti
9.	Michael Vasu	403,044	945,091		74.0	Surace-Smith
10.	Stephen Hill	393,464	961,693		75.7	Steve Friedlander
11.	Stephen Jubrey	368,027	782,904		73.3	Oldham-Bianchi
12.	Samuel Cohen	358,296	740,154		71.9	Fred Hadayia
13.	Haoyu Xu	355,723	385,371		70.1	Imran Satti
14.	Darron Hacker	351,480	579,941		75.1	Surace-Smith
15.	Javier Sandoval	348,532	505,156		68.5	Steve DiChiaro
16.	Hal Herman	320,517	682,201		73.6	Oldham-Bianchi
17.	Lorenzo Lameko	319,195	537,379		68.3	Steve Friedlander
18.	Michael Romeo	315,994	538,411		77.4	Oldham-Bianchi
19.	Levar Morgan	315,400	506,983		71.0	Theodore Pappas
20.	Daniel Hartwig	313,528	338,882		76.3	Surace-Smith

ALL TIME RECORD: STEPHEN HILL \$2,476,896 1st Six Mo Agt

ALL TIME RECORD: BEN HALALI \$3,364,819 Net ALP

Regional General Agents



1. Michael Vasu
Cleveland, OH



2. Thomas Vena
Pittsburgh, PA



3. Brett Gryska
Rochester, NY



4. Taina Lameko
Auckland, NZ



5. Patrick Bendure
Columbus, OH

July Production

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Michael Vasu	\$291,047	\$507,601		71.4	Surace-Smith
2.	Thomas Vena	218,252	283,748		78.9	Simon Arias
3.	Brett Gryska	193,812	295,517		73.6	Oldham-Bianchi
4.	Taina Lameko	177,635	255,143		70.0	Steve Friedlander
5.	Patrick Bendure	166,028	280,347		74.1	Surace-Smith
6.	Simon Rolland	137,353	184,902		69.1	Steve Friedlander
7.	Justin Adams	123,803	227,453		72.3	Simon Arias
8.	Bo Gentile	112,820	188,852	86		Williams-Zophin
9.	Jason Bratin	112,058	161,218		77.1	Theodore Pappas
10.	Stephen Jubrey	108,387	197,053		73.4	Oldham-Bianchi

ALL TIME RECORD: TAINA LAMEKO \$623,266 1st Six Mo Agt

ALL TIME RECORD: TAINA LAMEKO \$890,826 Net ALP

YTD Production

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Taina Lameko	\$2,307,483	\$3,281,041		70.0	Steve Friedlander
*2.	Thomas Vena	1,155,480	1,767,602		78.9	Simon Arias
3.	Ben Halali	1,085,558	3,542,382		75.3	Jatoft-Foti
4.	Brett Gryska	1,038,429	1,963,322		73.6	Oldham-Bianchi
5.	Michael Vasu	921,350	2,070,777		71.4	Surace-Smith
6.	Justin Adams	915,247	1,365,787		72.3	Simon Arias
7.	Bo Gentile	845,761	1,410,095	86		Williams-Zophin
8.	Patrick Bendure	836,336	1,820,088		74.1	Surace-Smith
9.	Stephen Hill	815,646	1,593,260		76.6	Steve Friedlander
10.	Jason Bratin	762,342	1,077,309		77.1	Theodore Pappas

ALL TIME RECORD: TAINA LAMEKO \$5,230,627 1st Six Mo Agt

ALL TIME RECORD: TAINA LAMEKO \$7,822,932 Net ALP

State General Agents

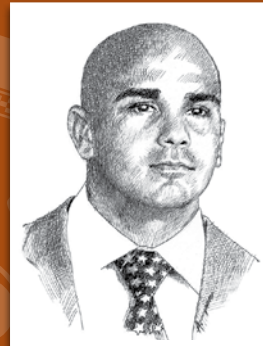
Spotlight recognizes State General Agents in Categories I-VIII with minimum 10% growth and 80% of First Six Month Net ALP Objective; SGAs with less than 12 months tenure in CAT I-VIII will be ranked with 100% of objective or above and are not eligible for YTD awards; and the top Net ALP Producer in both the Start-Up and Rookie Categories. YTD Winners for Categories I-VIII will be recognized at Convention by adding both their YTD Growth % and their YTD F6 Net ALP Obj and the YTD Spotlight number may not necessarily reflect that computation. SGAs <13 months will only be recognized by 80% or better of F6 month agent production.



Durhon Oldham
CATEGORY I



Jim Bianchi
CATEGORY I



Simon Arias
CATEGORY II



Theodore Pappas
CATEGORY III



Steven DiChiaro
CATEGORY IV



Cindy Furer
CATEGORY V



Bob Whittinghill
CATEGORY V



Philip Prata
CATEGORY VII



Top Rookie

Mark Beckford
Net ALP \$57,828



Top Start-Up

Sabrina Lloyd
Net ALP \$71,905

Rookie and Start Up SGAs must be in this category for a minimum of 6 months to compete for YTD awards.

Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of 1st Six Mo Obj	% Net ALP Growth	Performance Factor (% Net ALP Growth + % 1st 6mo Obj)
July	I Oldham-Bianchi		74.8	\$349,214	\$252,000	139	54.3	193
	Surace-Smith		72.9	504,961	360,000	140	37.1	177
	II Simon Arias		76.5	347,132	182,000	191	102.6	293
	III Theodore Pappas		74.5	189,085	135,000	140	55.8	196
	IV Steven DiChiaro		71.5	168,142	109,000	154	248.9	403
	Imran Satti		70.2	142,047	109,000	130	91.8	222
	V Furer-Whittinghill		71.1	82,103	96,000	86	16.4	102
VII Philip Prata		70.3	61,141	65,000	94	33.7	128	

Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of 1st Six Mo Obj	% Net ALP Growth	Performance Factor (% Net ALP Growth + % 1st 6mo Obj)
YTD	I Surace-Smith		72.9	\$2,565,852	\$2,520,000	102	25.0	127
	II Simon Arias		76.5	2,142,142	1,274,000	168	84.0	252
	III Theodore Pappas		74.5	1,298,414	945,000	137	97.3	235
	IV Steven DiChiaro		71.5	1,075,767	763,000	141	53.6	195
	Imran Satti		70.2	989,376	763,000	130	27.6	157
	VII Philip Prata		70.3	367,591	455,000	81	26.5	107

Category	Name	Net to Gross	Retention	Net ALP
July	Rookie Mark Beckford	90		\$57,828
	Jeremy Welch		76.8	52,372
	Michael LiBassi		68.5	35,004
	Sinner-Sinner		75.0	32,910
	Cisco Perez		69.6	26,723
	Arthur Greene		75.1	16,977
	Start-Up Sabrina Lloyd	83		\$71,905
	Cunningham-Weatherspoon		80	55,056
	Alex Roland		86	43,284
	Jeremy Harbin		77.8	34,121
Dorian Oldham		85	33,479	
Kevin Davis		80	18,264	
Satti-Elman		78	3,993	

Category	Name	Net to Gross	Retention	Net ALP
YTD	Rookie Jeremy Welch	76.8		\$406,745
	Michael LiBassi		68.5	286,127
	Cisco Perez		69.6	274,334
	Mark Beckford		90	246,211
	Sinner-Sinner		75.0	180,802
	Arthur Greene		75.1	98,702
	Start-Up Sabrina Lloyd	83		\$542,327
	Cunningham-Weatherspoon		80	318,621
	Dorian Oldham		85	309,307
	Alex Roland		86	257,820
Jeremy Harbin		85	141,736	
Kevin Davis		80	132,860	
Satti-Elman		78	24,153	

Public Relations



1. Mark Gagliardi
CATEGORY I
Oakley, CA



2. Malka Arony
CATEGORY I
Phoenix, AZ



1. J T Tasker
CATEGORY II
Rochester, NY



2. Steve Sanchez
CATEGORY II
Pembroke Pines, FL



1. Mario Soljan
CATEGORY III
Auckland, NZ



2. Stacy Taylor
CATEGORY III
Nashville, TN



1. Sandra Knapp
CATEGORY IV
Appleton, WI



2. Laurie Gruber
CATEGORY IV
Madison, WI



1. Stacy Taylor
Nashville, TN



2. Michelle Korb
Atlanta, GA



1. Alina Latinsky
Hollywood, CA

Public Relations categories are as follows:

Category	Population
1	over 8,500,000
2	6,500,000 to 8,499,999
3	4,000,000 to 6,499,999
4	Under 4,000,000

ROOKIE: Reps with 2010 Hire Date

ICEBREAKER: Reps with 2011 Hire Date

Perspective



Scott Smith
Executive Vice President
& Chief Marketing Officer

Getting Better — *It's all about Behavior*

In sales, as in sports, we often focus on the intangibles; the broad sweeping terms like *motivation*, *discipline* and *commitment*. These are important factors, of course, but what about those who need to simply get better?

This is about putting tools into practice. Specific behaviors, as opposed to generalizations, are what will make you, or those you coach, more productive. Too often, we hear a comment from our mentor that we need to be more active or need to “put our nose to the grindstone.” But because we haven’t heard what specifically needs to get done, such a generalization is doomed to failure.

To improve, you must set specific and measurable changes in your work habits. For instance, when you are in the home, how often do you clearly say to the customer that based upon their needs, we can make available to them the following specific products at a cost of \$XXX? How many times are you that direct? Can you be that direct two or three times without coming across as pushy? Most sales studies show a salesperson needs to say it as many as four or five times. Do you know how many times it is said in the laptop presentation? In fact, a prospect often doesn’t even comprehend it the first couple times it is said. Understand one thing: I’m not attempting to introduce a new closing technique here, but the focus on the specific task – in this case the number of times you ask for the business – will help change behavior in the home.

Same thing for referrals. How can an agent not get referrals when using the laptop presentation... it asks for you! Practice this aspect of the laptop with other agents. Pause and give the prospect time to think. If at that point they still don’t know, have them look through their cell phone contacts! Getting referrals starts with asking for referrals.

It’s way too easy for a sales leader to attribute a sales person’s failure to lack of motivation. It’s sort of a cop out because things like

motivation and dedication can’t be measured. You can’t even see attitude, dedication, or motivation! But if we can change behavior associated with productivity, we will begin to show improved results.

The three most important factors to changing behavior are:

- Set the results that are desired
- Identify specific actions that impact the results
- Cause change to such actions

In other words, get specific about what action must be changed. It can range from appointment setting skills to script usage to asking for business. But it must be specific and it must impact the bottom line. It doesn’t matter if you’re the sales leader or the player being coached. Getting better isn’t about an attitude; it’s about working on your game. In basketball, a poor free throw shooter isn’t told to become more disciplined or to work harder or to get a better attitude. What happens is the coach takes the player to the gym, puts them on the free throw line and works on technique.

Let me give you some examples of “non-behaviors” that are too general to coach when specific improvement is what’s required: attitude, motivation, aggressiveness, dedication, perseverance. While all of these are catchy words, none will affect performance like focusing on true behavioral traits: asking for a referral, door knocking, detailed daily planning, reinstatement opportunities, objections and rebuttals.

The cycle of being unproductive is vicious. Break out of the cycle by focusing on the future. Change your behavioral habits by setting clear goals, identifying what needs to change to achieve them, and most importantly, doing the specific tasks to improve.

It’s all about behavior. It’s all about changing behavior.

July Production

Category	Rank	Name	Production in Cards	Territory
I	1.	Mark Gagliardi	3,080	N California/Debbie Enstedt
	2.	Malka Arony	2,299	Arizona/Rachelle Valdez
	3.	Brenda Di Somma	1,986	New Jersey/Susan Fuldauer
	4.	Al Wall	1,655	Toronto/Tim Farr
	5.	Larry Lozano	1,421	N California/Debbie Enstedt
II	1.	J T Tasker	1,788	New York State/Tim Farr
	2.	Steve Sanchez	1,703	Southern Florida/Patti Morgan
	3.	Jenny Williams	875	Washington/Laurie Onasch
	4.	Maureen Roberts	697	New York State/Tim Farr
	5.	Suny Robinson	650	Houston/Susan Fuldauer
III	1.	Mario Soljan	1,526	Steve Friedlander
	2.	Stacy Taylor	1,466	Tennessee/Patti Morgan
	3.	Tamara Williams	1,394	Indiana/Susan Fuldauer
	4.	William Verbeten	995	Wisconsin/Laurie Onasch
	5.	David Blaisdell	887	Tennessee/Patti Morgan
IV	1.	Sandra Knapp	2,162	Wisconsin/Laurie Onasch
	2.	Laurie Gruber	1,507	Wisconsin/Laurie Onasch
	3.	Kate Langthorn	1,240	Hawaii/Rachelle Valdez
	4.	Paul Winslow	969	St. Louis/Patti Morgan
	5.	Ken Altizer	967	West Virginia/Susan Fuldauer
Rookie	1.	Stacy Taylor	1,466	Tennessee/Patti Morgan
IceBreaker	1.	Michelle Korb	249	Georgia/Patti Morgan
Manager	1.	Alina Latinsky	+ 3,214	Rachelle Valdez
	2.	Chuck Hill	+1,654	Debbie Enstedt
	3.	Malka Arony	+1,267	Rachelle Valdez

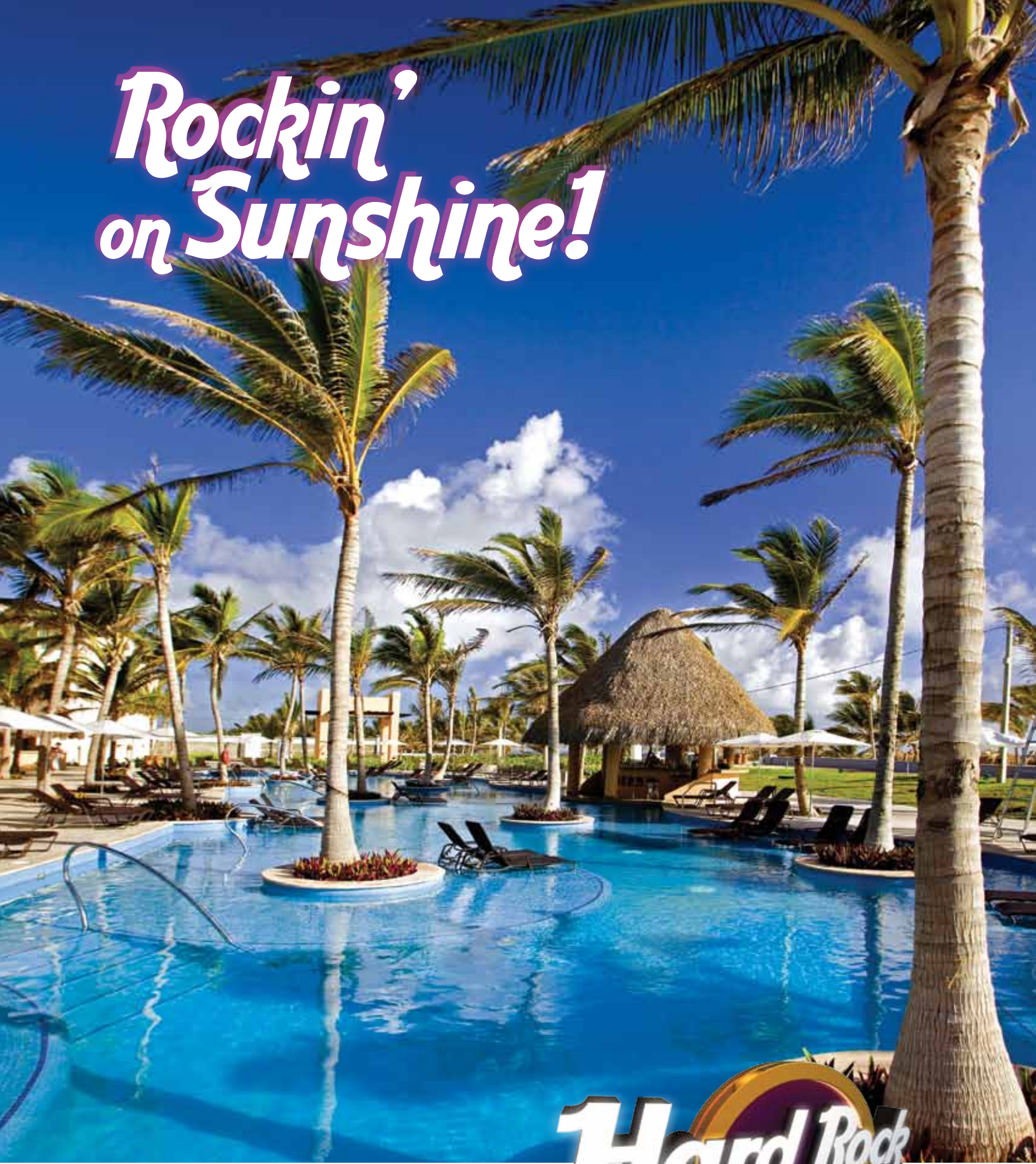
ALL TIME PR CARD PRODUCTION RECORD: 18,960 Cards

YTD Production

I	*1.	Chuck Hill	17,913	N California/Debbie Enstedt
	*2.	Malka Arony	17,557	Arizona/Rachelle Valdez
	3.	Mark Gagliardi	14,096	N California/Debbie Enstedt
	4.	Rona Pileggi Spano	13,098	Chicago/Laurie Onasch
	5.	Susan Gilbert	9,634	Chicago/Laurie Onasch
II	*1.	Robin Andrade	12,562	Mass/Laurie Onasch
	*2.	Erica Dalager	8,272	Minnesota/Laurie Onasch
	3.	J T Tasker	7,743	New York State/Tim Farr
	4.	Jessica Ingerick	5,431	MD & DC/Laurie Onasch
	5.	George Farenthold	5,118	New York State/Tim Farr
III	*1.	Mario Soljan	14,302	Steve Friedlander
	*2.	David Blaisdell	11,365	Tennessee/Patti Morgan
	3.	William Verbeten	8,119	Wisconsin/Laurie Onasch
	4.	Cheryl Cook	7,835	Pennsylvania/Tim Farr
	5.	Tamara Williams	7,731	Indiana/Susan Fuldauer
IV	*1.	Kate Langthorn	10,226	Hawaii/Rachelle Valdez
	*2.	Sandra Knapp	8,153	Wisconsin/Laurie Onasch
	3.	Laurie Gruber	7,088	Wisconsin/Laurie Onasch
	4.	Lori Vaughn	6,882	Oregon/Laurie Onasch
	5.	Ken Altizer	6,098	West Virginia/Susan Fuldauer

ALL TIME PR CARD PRODUCTION RECORD: DENISE BOWYER 61,879 Cards

Rockin' on Sunshine!



Hard Rock

HOTEL & CASINO



2012 Convention

Stay in the Hard Rock Hotel and Casino located in Punta Cana! For complete Convention Qualifications, go to: www.aillife.com/arc/spotlight.aspx

May 22 - 25

Leadership Bonus

Total: \$883,958

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Matthew Parks	\$34,862	Javier Sandoval	\$3,817	Ran Yi	\$1,877	Brandon Teter	\$1,066	Humberto Quintero	\$636
Ben Halali	34,076	Raymond Risucci	3,783	Alexander Dorey	1,874	Nicholas Patterson	1,058	Bryon Welch	619
Brett Gryska	23,087	Nicholas Lorence	3,718	Mark Gorman	1,826	Ryan Bisanz	1,051	James Keefer	616
Darron Hacker	22,760	Marino Baca	3,704	Andrew Bishop	1,811	Justin Sally	1,038	Thomas McElwee	616
Simon Rolland	21,882	Jessica Willhite	3,700	Nicholas Engrav	1,741	Adeyemi Akinade	1,015	Karen Sessing	603
Gil Legarte	21,874	Bobby Gujral	3,591	Lucky Faaititi	1,718	Brian Culp	1,005	Linda Jackson	601
Patrick Bendure	20,822	Alexandra Graham	3,533	Evan Holzhauser	1,711	Elaine Kulawiak	995	Jessica Santamarina	594
Taina Lameko	19,762	Atta Saleh	3,509	Joshua Jackson	1,697	Noel Ables	984	Samy Jacques	580
Ernesto Magat	19,332	Jeremie Dupuis	3,446	Richard Henry	1,616	Charles McMain	966	Marko Jankovic	567
Thomas Vena	18,352	Elias Hazen	3,287	Jarred Sykes	1,609	Scott Patterson	958	Kenneth Ludwig	565
Matthew Diulus	17,313	Mathew Mealey	3,209	Dustin Dunlap	1,584	Mark Danner	945	Andrea Nichols	559
Mathew Hart	16,410	Muhammad Satti	3,033	Zachary Hart	1,580	Richard Nicholson	939	Patrick Lesatele	555
Haoyu Xu	16,322	Angel Sanchez	2,944	Ariana Jones	1,564	Vatapuia Vavau	939	Corwyn Boykins	551
Jason Bratin	14,917	Caleb Douce	2,925	Karen McQuoid	1,561	Ryan Stenglein	936	Maureen Brunet-Forchilli	551
Michael Romeo	12,344	Daniel Orr	2,867	Matthew Ficarra	1,547	Chris Lussier	931	Ian Coates	547
Stephen Hill	11,933	Daniel Bauer	2,802	Jason Adamo	1,544	Paul Samra	918	Ryan Fickert	545
Hal Herman	11,912	Darcy Schrieber	2,755	Kiet Truong	1,521	Anthony Cruz	901	Jonathan Santiago	537
Justin Adams	11,380	Maria Greene	2,739	Steven King	1,519	Skylar Brown	889	Karl White	526
Robert Kanaan	10,836	Doreen Ryan-Foti	2,731	Brent Arbour	1,514	Erik Boyd	857	Nicholas Collins	520
Matthew Turnquist	10,511	I-Perfection Harris	2,728	Thomas Yarbrough	1,507	Joshua Olin	853	Rocco Zagari	520
Samuel Cohen	9,855	Mark Glazer	2,710	Michael Lindsey	1,506	Eric Ebbitt	853	Herman Fennell	518
Joshua Goodman	8,982	Rita Haidinger	2,654	Siupeli Tuutupu	1,489	Emmanuel Villasenor	850	Steven Rotherforth	510
Steven Cox	8,830	Levar Morgan	2,627	Bob Wingate	1,455	Kevin Rendon	822	Carleus Johnson	500
Stephen Jubrey	8,411	William Smith	2,610	Donna Tremaine	1,447	Robert Nolan	822	William Pruitt	498
Natalie Wagner	7,743	Scott Kim	2,573	David Wang	1,446	Marcus Howard	817	Heather Beals	492
Daniel Hartwig	7,460	Matthew Conrad	2,517	Gregory VanSuch	1,438	Sebastian Kazek	789	Philip Walters	485
Ala Awad	6,927	Kathryn Chaisson	2,514	Luan Hajnaj	1,435	Jesse Remby	789	Amanda Beyersdorff	476
Mark Corkrean	6,844	Kellen Cuttance	2,484	Theresa Setefano	1,368	Timothy Watson	779	Carl Carlberg	476
Byron Paz	6,686	Breanna Newkirk	2,470	Andrew Dailey	1,368	Nicole Johnson	774	Pamela Altman	473
Sharif Grays	6,554	Jack Keiderling	2,421	Ofa Tupouniua	1,363	Felix Berger	773	Charles Mickens	469
Serah James	6,464	Dmitriy Kagan	2,408	Mitchell Duplantis	1,362	Daniel Walton	765	Kyle Taylor	464
Craig Strompf	6,463	Garret Kun	2,407	George Noujaim	1,360	Michael Laramie	761	Janice Moseychuck	463
Mack Doby	6,218	Michael Clemente	2,396	Christopher Jordan	1,351	Chin Long	748	Amosa Faamanu	461
Juan Cardona	5,699	John Serrano	2,360	Kilisimasi Segal	1,346	John Franklin	738	Jude Bordeaux	458
Cecilia San Diego-Tomas	5,699	Rodney Ward	2,322	Samantha Chui	1,346	Alfred Taren	736	Amr Shater	456
Darren Miller	5,246	Carlo Bonifazi	2,305	Anaise Moonia	1,316	Cherie Adams	735	Zachary Santino	451
Karen Gagarin	5,232	Travis Picklesimer	2,296	London Burnett	1,290	Sara Vaz	733	Christine Weatherspoon	447
James Allen	5,214	Ryan O'Malley	2,295	Brandon Cooley	1,282	Joshua Fosnight	732	Shannon Webb	440
Dorian Brown	5,173	Sara Welch	2,224	John Ophals	1,269	Christopher Clark	730	Alyssa Mochen	437
Kraig Jilge	5,031	Brandon Schwed	2,194	Dan Nebraska	1,267	William Russell	729	Marco Aguilar	434
Ryan Vopat	4,868	Rachel Bryson	2,191	David Livingston	1,249	Clarence Boykins	724	Katie Shugert	431
William Parmeter	4,855	Danielle Jankowski	2,103	Christina Black	1,219	Ofa Siasau	705	Tiffany Madsen	429
Marisa Willgruber	4,628	Eric LaBossiere	2,093	Zbigniew Stankiewicz	1,186	Fritznel Octave	677	Aaron Ralston	429
Lorenzo Lameko	4,606	Peter Chung	2,059	Rovie Vanhtha	1,155	Nicholas Moore	675	Daniel McQuoid	420
Scott Davis	4,504	David Iriye	2,054	Aaron Booth	1,142	Thomas Felicciardi	674	Tien Nguyen	419
Alex Hernandez	4,500	Senelinah Talamaivao	2,029	Derron Alexander	1,130	Jovani Chappel	667	Kirk Waters	419
Ryan Hall	4,409	Cara DeFiore	2,023	Yvonne Zarathustra	1,124	Matthew Girard	665	Courtney Griffith	419
Brian Welsh	4,379	Matt Pflueger	1,996	Kelepi Salusalu	1,096	Viliamu Pula	660	Johnathan Rekieta	416
Richard Correa	4,359	Nasr Quadri	1,978	Tracy Haden	1,087	Matthew Melhorn	658	Moswen Taylor	414
Casey Kunash	4,325	Richard Lyddon	1,960	Cameron Cimino	1,086	Shahab Mahdavejad	656	Elisha Konieczka	413
Henry Ingraham	4,313	Volodymyr Derevyany	1,955	Christopher Chovanec	1,075	Mike Hudnall	641	Rasool Mutawakkil	407
Aaron Parks	3,993	Michael Vasu	1,941	Seiloni Filimoehala	1,074	Michael Williams	641	Christine Curran	406

Leadership Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Ivana Ofakineiafu	\$402	Jesus Machado	\$349	Michael Phillips	\$310	Kristan McConnell	\$269	Magda Figueiredo	\$228
Juan de la Cruz	401	Chance Clauss	345	David Cowan	303	Stephen Jeung	269	Tyler McBride	228
Michael Whitehouse	398	Ashley Delevieuse	344	Michael Logue	298	Beth Wiese	266	Ronald Rennich	227
Philip Roffi	397	James Aalders	343	Ellahe Vaziri	294	Mickenzie Linse	265	Lafi Papalii	226
Sita Pereira	391	Marion Magat	341	Stefan Johannsson	293	Kelly Finnen	259	Keith Spivey	224
Allen Nelson	388	James Buller	335	Jean-Francois Diotte	292	Jake Yagjian	255	Konnor Wyly	222
Andrew Helgeson	384	Jeffrey Maher	331	Dustin Edgell	291	Graeme Orr	250	Brian Hutchings	221
Roger Weisman	378	Arieta Salusalu	329	Tim Smith	291	Timothy Kieran	249	Karolina Debek	216
Harjeet Rana	377	Domonique Taylor	327	Christopher Buonanni	291	Kathryn Newman	248	Amanda Voelz	216
Holly Cook	377	Dwayne Cameron	327	Craig Steeves	290	Myron Montano	245	Rafael Spratling	210
Jacob Unger	373	Loretta Ekeroma	326	Clovis Chan	285	Daniel Toshner	244	Rita Charles	209
Norman Roy	371	Diego Madrid	323	Lucan Schmidt	284	Kenneth Greer	242	Joshua Fritz	207
Carmela Pellen	368	Matthew Cosic	323	Clayton Herron	283	George Rosicky	241	Mavrick Fredericks	204
Prentiss Parker	368	Reynaldo Singson	318	Violetta Goldman	282	Antonio Evans	240	Cameron MacCall	200
John Setu	361	Leon Thompson	314	Kyle Klipp	281	Erik Graham	239		
Fehia Petelo	361	David Garbarskiy	313	Eric Powell	280	Kyle Wrobel	234		
Henry Briggs	356	Debra Hunter	312	Puna Pua	275	Bradley Ward	231		
Matthew Willrodt	356	Bobby Szwaja	310	Alberto Alcala	270	Marcus Richardson	228		

Reinstatement Bonus

Total: \$37,739

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Sami Mogannam	\$4,714	Peter Kaplanis	\$663	Jack Keiderling	\$407	Salvatore Pennisi	\$297	Timothy Cruise	\$232
David Jackson	1,161	Nicole Bailey	628	Lisa Hensel	393	Angel Arista	287	Peer Shmelzer-Moratin	226
Carlo Bonifazi	1,150	Richard Bloom	597	Lance Martin	383	Patrick Parisi	284	Matthew Haslett	214
Nicole Johns	1,104	Matt Flores	560	Tibor Simon	375	Danielle Arena	268	Djenabou Diallo	212
Richard Walus	1,102	Michael Bromberg	520	Leary Andrews	353	Ricardo Subero	268	Patrice Amador	211
Ronald Friedlander	1,028	Daniel Potilechio	490	Elizabeth VanDugteren	353	Lisa Sanders	257	Andrell Smith	209
Lawrence Turk	966	Bradley Weigand	489	Ahmad Abdollahzadeh-Parsa	352	Ben Halali	251	Bruce Goudy	205
Alan Weissen	951	Carmela Cannizzaro	479	Natalie Soboleva	328	Maury Pukal	240	Justin Williams	202
Michael Collins	901	Preeti Sahgal	476	Karl White	321	Christopher Grunditz	240		
Frank Kolligian	803	John Bulecza	456	Gordon Mooc	310	Jason Ennis	239		
Ryan Tucker	717	Iryna Sushkova	451	Benton Tong	306	Scott Patterson	234		
Lina Namu	676	Svetlana Belkina	409	Nadezhda Vitchev	305	Carolyn Murray	234		

World's Greatest Bonus

Total: \$1,279,780

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Tone Munro	\$10,116	Crystal Lynch	\$2,426	Christian Napiza	\$1,872	Joseph Hedborn	\$1,571	Brian Jerome	\$1,399
Erez Shabtay	7,106	Mark Bleier	2,420	Ed Olfert	1,870	Carly Ferraro	1,570	Karen Cheng	1,397
Zachary Hart	6,133	Chad Davis	2,409	Maraia Cuanikeli	1,855	Floyd Musgrave	1,559	Anthony Vuolo	1,387
Katie Massart	5,829	Jodi Bohdal	2,401	Laaina Havea	1,839	Djenabou Diallo	1,557	Avshalom Wolfshout	1,384
Ryan Kendl	5,512	Kevin Haines	2,381	Brenden Chun	1,836	Manuel Bautista	1,551	Shiwa Hollingsworth	1,382
Mark Neilson	5,478	Robert Wilhelm	2,370	Scott Davis	1,831	Victor Rodos	1,546	Daniel Dotson	1,382
Ilona Patterson	5,184	Mark Akler	2,342	Bryant Hendley	1,831	Roger Fraley	1,541	Kyle Reeves	1,378
Adam Kahn	5,154	Bernard Oliphant	2,340	Oscar Addis	1,826	Viliamu Pula	1,529	Humberto Quintero	1,376
Samvel Tigranyan	4,270	Cherri Xie	2,329	Mary Maida Fujii	1,824	Jesus Machado	1,528	Violetta Goldman	1,373
Dustin Dunbar	4,045	Casey Sperzel	2,308	Leana Lotima	1,818	Felicia Wile	1,526	Chena Blair	1,370
Lily Tchen	3,845	Jennifer Wehrle	2,265	Joseph Geer	1,815	Ryan Smith	1,524	Nikki Crosby	1,368
Omarh Torio	3,839	Brandi Hershey	2,236	Robert Simmen	1,808	Robert Drake	1,521	Aaron Dunlap	1,362
Daniel Posner	3,832	Sally Wilson	2,235	Michael Woo	1,793	Denise Kendall	1,519	Christopher Phoenix	1,354
Gina Flores	3,784	Maria Ramirez	2,230	Maria Esposito	1,776	Carissa Huggins	1,518	Allen Nelson	1,352
Kristy Nguyen	3,693	Joey Kennedy	2,217	Michael Burningham	1,769	Krista Thieme	1,517	Scott Smith	1,352
Michael van Delft	3,691	Matthew Conrad	2,198	Rafael Spratling	1,766	Michael Polakowski	1,512	Solialofi Mo	1,350
Ryan Doughty	3,680	Tevita Tupouniua	2,173	Sean Wampler	1,747	Phillip Rigoli	1,512	Christopher Kennedy	1,346
Laura Bernardino	3,541	Richard Luzaich	2,154	David Higa	1,743	Cristi Huffman	1,511	Connie Reichard	1,341
Sarah Smith	3,454	Sara Gioia	2,145	Courtney Beck	1,742	Niurka de Armas-Duran	1,506	Russell Trujillo	1,341
Vakhtang Nazaryan	3,338	David Guzman	2,139	Brian Welsh	1,738	Lleison Martinez	1,506	Amanda Zophin	1,335
Michal Majewski	3,294	Manarii Gauthier	2,130	Russell Hart	1,734	William Webb	1,503	Michael Sanders	1,333
Maria Duarte	3,236	Melissa Wautman	2,127	Gregory Hayman	1,730	Peter Kaplanis	1,502	Allan Faalavaau	1,333
Roghie Hassan Loo	3,211	Vijay Khobchandani	2,110	Melissa Losk	1,707	Dominique Bertoncini	1,497	Bruce Viaje	1,332
George Babish	3,125	David Ramirez	2,096	Ma Bernadas	1,701	Robert Biser	1,497	David Harriger	1,326
Amir Sedaghat	3,085	Amr Shater	2,092	Edward Atkinson	1,700	Barry Tauscher	1,495	Tracy LePore	1,325
Mauselie Dor	3,058	Matthew Girard	2,092	Robert Lucas	1,691	Paul Mariotti	1,487	Nicholo Arceo	1,324
Tibor Simon	2,971	Steven Stensrud	2,074	David Livingston	1,690	Marc Salvaggi	1,481	Jesse Spencer	1,323
Ben Halali	2,971	Angela Waller	2,061	Candice Beadle	1,686	Johna Ryan	1,481	Earnest Loveless	1,320
Nicholas Fisher	2,896	Michael Schumacher	2,036	Steven Edgell	1,683	Brian Wilson	1,479	Penny Reineck	1,319
Carla Miller	2,880	Ross Ewen	2,017	Ryan Hernandez	1,683	Keith Spivey	1,478	Jack Anderson	1,313
Nicholas Walsh	2,842	Justin Germany	2,017	Maria Diringer	1,677	Daisy Kwong	1,478	Jessica Dean	1,313
Johleena Tolentino	2,829	Evelyn Nkwenti	2,014	Andrew Jaycox	1,668	Taylor Woodrome	1,471	Harrison Tran	1,312
Rebecca Najlis	2,814	Terrence Asuncion	2,012	James Lopez	1,667	Daniel Potilechio	1,470	Henry Hill	1,312
Nicholas Moore	2,765	Diane Carrion	2,012	Robert Reed	1,657	David Tubbin	1,460	James Franklin	1,311
Max Quasem	2,703	Kenneth Ludwig	2,005	Sebastian Kazek	1,654	Omar Hashimi	1,456	Kevin Ristau	1,309
Amy Shui	2,689	Fritznel Octave	1,998	Trevor Bailey	1,650	Mikhail Mishkov	1,453	Filipo Havili	1,309
Jamie Solis	2,661	Kristian Brennan	1,983	Joseph Crain	1,644	Julian Brown	1,451	Adam Huck	1,308
Bryon Welch	2,657	Rob Speers	1,964	David J Miller	1,642	Joseph Harris	1,450	Lauren Jones	1,308
Israel Wizenfeld	2,631	Maijargal Sukhbaatar	1,962	Eugene Kashkin	1,642	James Boden	1,450	Dustin Surace	1,306
Robert Ulreich	2,628	Craig Shaw	1,938	Larry Finch	1,641	Kevin Talbot	1,450	Danielle Greenleaf	1,305
Lawrence Hauck	2,624	Mike Bray	1,929	Bridgette Scrivani	1,638	Timothy Nolan	1,449	Jason Adamo	1,303
Maria Rocha	2,616	Steven Sparkes	1,928	Matthew Marchitto	1,635	Sally Buchheimer	1,434	Deborah Parnell	1,297
Liliya Hrabar	2,562	Evan Wicklund	1,923	Odilia Goulart	1,634	Amy Croff	1,429	Daxa Patel	1,296
Michael Perkins	2,559	Elyse Koven	1,921	Michael Johansen	1,629	Beau Springer	1,421	Stephen Jeung	1,295
Anita Ferris	2,555	Jose Harb	1,915	Jason Wilk	1,617	Bradley Kampmeier	1,418	Lynn Parker	1,295
Lesina Ah Sue	2,528	Kyle Istvanditsch	1,914	Scott Remmey	1,616	Eric Thompson	1,417	Daniel Umbertone	1,290
Steve Marker	2,519	Michael Brooks	1,906	Alisi Sanalio	1,608	Bruce Tan	1,413	Jason South	1,288
Ronald Rivera	2,479	Daniel Toshner	1,905	Graeme Orr	1,602	Richard Hairston	1,411	Rocco Zagari	1,288
Alex Rozotto	2,476	Pamela Altman	1,890	Lee Jeffers	1,594	Agatha Safford	1,410	Carlo Buhay	1,287
Al-Karim Walji	2,473	Jinzhou Zhao	1,882	Timothy Cruise	1,593	Steven Bast	1,407	Sara Wonderling	1,285
Garret Kun	2,442	David Fung	1,874	Drew Stimmel	1,589	Christopher McFoy	1,404	Alicia Jarvela	1,283
Samson Adelufosi	2,435	Andrew Cavicchi	1,873	Thomas Weber	1,580	Mark DeFrancisco	1,403	Athena Leclair	1,280

World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Yvonne Zarathustra	\$1,278	Tania Rasmussen	\$1,135	Raymond Angeles	\$1,041	Robert Dacey	\$946	John Holstein	\$862
Kyle Wrobel	1,274	Heather Leitch	1,132	Chad Goubert	1,040	Usha Boodhansingh	942	Enrico Paredes	860
Stephanie Novel	1,258	Billy Northington	1,130	Patrick Lesatele	1,036	Angelie Malolot	936	Yan Liang	858
Ryan Fickert	1,253	Aaron McLean	1,129	Ryan Wilson	1,035	Timothy Durr	933	Avram Pinto	857
Chelsie Taylor	1,251	Jean-Francois Diotte	1,129	William Russell	1,032	Astrid Cartagena	932	LaLitha Janardhanan	851
Kirk Waters	1,247	Asesela Ravudi	1,125	Carissa Williams	1,031	Wendy Ornelas	931	Ricardo Quick	851
Passionada Davis	1,244	Emmanuel Villasenor	1,125	Louis Giogaia	1,030	Randolph Gay	930	Craig Blankenship	851
Maina Falanaipupu	1,240	Annabelle Roberts	1,122	Maurice Flynn	1,028	Tevita Liutai	930	Nicholas Dinneen	851
Carmela Pellen	1,239	Alex Gonzales	1,121	Joseph Mayne	1,026	Millie Lia	923	Leah Field	851
Tyler Stewart	1,239	Naomi Petelo	1,118	Ryan McCarthy	1,025	Gursandeep Boparai	922	Jonathan Phillips	849
Deanna Jelks	1,239	DeAnthony Hartman	1,118	Asalemo Pelenato	1,025	Matthew Gabler	922	Tasha Tucker	849
Mitchell Look	1,236	Randolph Souliers	1,117	Samantha Chui	1,025	Andrew Hermsillo	921	Jonathan Andrews	848
Zbigniew Stankiewicz	1,229	Ha Nguyen	1,116	Janice Moseychuck	1,020	William Parmeter	920	David Armantrout	846
Richard Nypower	1,228	Garvin Smith	1,115	Alex Pericles	1,020	Zachary Suarez	918	Wilhelmina Ford	845
Victoria Brown	1,222	Terrilyn Cheatham	1,112	Mori Kaikura	1,017	Jennifer Holliday	918	Elizabeth Lo	844
Andrew Aaron	1,218	Domonique Taylor	1,109	Michael Robinson	1,017	Gabriel Manzo	917	Mele Tuitupou	844
Taiwanda Battle	1,215	Joshua Lenix	1,106	Anita Knight	1,014	Kim Clark	915	Kevin Colyer	842
Dorothy Palmer	1,213	Lynn Doolittle	1,104	Howard Dotson	1,012	Ted Lines	912	Richard Carter	842
John Leota	1,213	Matthew Hodge	1,104	Denice Copp	1,012	Paul Eaton	912	Michael McIntosh	842
Janet Charles	1,211	Vaine Rere	1,103	Ny Sorn	1,010	Joaquin Santos	906	Karen Matteo	839
Ivana Ofakineiafu	1,209	Patricia Longenecker	1,100	Valerie Cormier	1,001	Timothy Clark	906	Tyler Hacker	838
April Bauer	1,206	Olukushe Mason	1,095	Colin Gustmann	1,001	Faalave Fale	904	Curt Snow	837
Mario Andres Chavez	1,202	Christine Curran	1,094	Horace Johnson	998	Tere Diamond	903	Vanessa Murray	834
Nicole Johnson	1,192	Mark Arrigo	1,093	Matthew Ficarra	996	Robert Nolan	900	Ryan Gregg	834
Julia Misluk	1,190	Jian Wang	1,092	Dwelyn Smith	995	Alex Dmyterko	898	Tracie Wallace	830
Irma Hayes	1,187	Tuifao Ulugia	1,087	Teatawhai Taua	993	Sebastian Becerra	898	Shari Lane	830
Pelenaise Makau	1,184	Mary Gomez	1,087	Ritia Tokahere	993	Thomas Reagan	897	Nadezhda Vitchev	829
Helen Taylor	1,181	Mark Kukielski	1,084	Va Moua	993	Patrick Donovan	896	Albie Udom	827
Lisa Kahan	1,180	Kelly McDonald	1,082	Kayla Chavez	991	Sunilda Sabino	896	Ian Coates	826
Candice Galella	1,180	Alberto Alcala	1,082	Ilisoni Seru	983	Christopher Bruton	895	Christopher Madsen	823
Kelly Hassert	1,179	Patricia White	1,081	Rashaan Elam	982	Maryna Danielian	895	Puna Pua	820
Mickenzie Linse	1,178	Cameron Cimino	1,081	Ryan Fistler	981	Charles Bican	895	Philip Roffi	819
Michelle Verbit	1,177	Vernin Vigerreynoso	1,078	Maureen Jeffery	981	Luciana Mosca	894	Ashley Harrington	819
Diedre Sandbrook	1,173	Dulce Jimenez	1,074	Albert Sanducci	981	Derek Hamm	894	Nathan Thompson	819
Sandra Linse	1,172	Aiman Mousa	1,073	Ransley Vazquez	978	Sione Ika	893	Meakie Grice	816
Jose Carvajal	1,169	Daniel Bernard	1,072	Samantha Romano	977	Danielle Cardello	889	Eric Albrecht	813
Erna Gasanin	1,168	Felicia Price	1,071	Lauren Moon	977	Prentiss Parker	888	Sharron Wilson	809
David Pena	1,166	Jarvis Lawson	1,070	Alta Adrien	974	Tatjana Tikhonov	887	Randall Barker	809
Linda Jackson	1,166	Alomkone Soundara	1,064	Kalle Convery	974	Akbar Hosseini	886	Charles Belt	807
Michael Logue	1,165	Linda Taylor	1,060	Jessica Santamarina	970	Shelly Cullen	884	Milan Kucera	806
Gabriel Feldmann	1,165	Sione Lolohea	1,060	David Vu	970	Clayton Snow	880	Kimberly Wizzard	806
Hector Arenas	1,165	Tyler Murray	1,059	Tiffani Tavormina	969	Amy Bussanmas	878	Phillip Williams	804
Peter Kwiatkowski	1,165	Clark Coles	1,058	Bret Green	966	Mary Thacker	877	Skylar Brown	803
Emilexis Medina	1,162	Scott Patterson	1,055	Katie Shugert	966	Souleymane Bah	876	Jacquelyn Swift	803
Herman Fennell	1,162	Willie Hayden	1,054	Jesse Wise	964	Michael Sweet	874	Gustavo Strange	802
Philip Russo	1,161	Ruben Santillana	1,053	Angelika Vassilieva	963	Andrea Barenholtz	871	Lawrence Broussard	802
Saroeum Kou	1,157	Brian Hutchings	1,053	Francois Telfort	961	Richard Griffo	870	Theresa Bellajaro	800
Gary Brown	1,154	Eric Hidy	1,052	Ayana Goode	957	Robert Magdaleno	870	Sione Etoni	799
Daniel Houbre	1,149	Justin Vogler	1,051	Josh Bloomquist	956	Eric Ebbitt	870	James Riordan	799
Andrell Smith	1,149	Jim Berry	1,048	Viva Mafua	954	Akata Tongotea	867	Hannah Welfing	797
Stacie La	1,145	Milena Arceo	1,048	Andrew Morton	950	Faasooso Savaiinaea	867	Lake Wismer	797
Joseph Mathis	1,143	Lafi Papalii	1,047	Thomas Sandoz	950	Kevin Johnston	867	Beverly Bergthold	795
Alisha Armand	1,141	Sandra Randle	1,045	James Lochard	949	Jennifer Leighton	866	Nicole Redding	793
Geetangali Mahabir	1,139	Kelepi Salusalu	1,043	Lora Beronja	948	Johanna Bilbes	865	Charles Mitchell	793
Olga Tsybmal	1,138	Atta Saleh	1,043	Corey Lavigne	948	Thelma Lambert	865	Michael Tenebruso	793
Barbara Stillwell	1,138	Beverly Smith	1,041	Chinyere Udechukwu	947	Sophen Yorth	862	Cheng Sun	790

World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Sean Lacroix	\$790	Benedict Maez	\$721	Keturah Malaykhan	\$673	Soosemea Faatui	\$619	John Philpott	\$569
Kinjioji Senikuraciri	786	Paula Jonesperrin	721	Ofa Siasau	672	Amy Allen	619	Joseph Falzone	566
Timothy Conklin	784	Reynaldo Singson	721	Jacqueline Reim	671	Gary Prokop	619	Michelle Holman	565
Eddie Dhillon	781	Elizabeth Creek	720	Samy Jacques	669	Raishaun Stover	618	Mitchell Davis	563
Brandon MacDonald	781	Michael DeLutri	720	Chad Powroznik	668	Vienna Liaina	616	Aaron Singer	563
Dawn LeBlanc	780	Stephen Kemper	720	Brandon McCrea	667	Eric Peyton	616	Nehemiah Lucas	563
Doris Aguilar	780	Sandra Alexander	719	Taufailematagi Lomu	665	Jeff Schuler	614	David Henderson	561
Brenda Howell	779	Jamar Burnette	718	Natalie Soboleva	665	Shilo Johnson	610	Samuel Parent	560
Angel Arista	777	Sefo Purcell	717	Arash Nazhand	664	Benjamin Omega	609	I-Perfection Harris	557
Amanda Beyersdorff	776	Philip Walters	716	Davida Smith	664	Karolina Debek	609	Janice Rose	557
Hunter Houvener	775	Gregory VanSuch	715	Sunia Pettitt	663	Zachary S Bradshaw	608	Leleai Vaivai	556
Christina Nunez	775	Alyssa Melendez	709	David Ballou	660	Steven Haberman	608	Dawn Selden	555
Matt Flores	775	Sokol Fazliu	709	Ryan Leong	660	Daniel Mastropolo	607	Ruben Cal	554
Sandra Smith	773	Alfredo Flores	708	Shawn Sheridan	659	Taena Diaz	606	William Gordon	554
Jacqueline McHugh	772	John Dehen	706	Justin Puffenbarger	658	Manu Fifta	605	Angeline Kasinski	553
James Hendon	769	Tamara Davis	705	Melanie Hutchison	658	Michael Roth	605	Mark Smith	553
Andre McCallum	769	Thomas Tulowiecki	705	Francis Lerro	658	Benson Benson	604	Satbir Singh	553
Sharon Englert	767	Madai Price	703	Richard Henry	658	Ali Zaidi	602	Jean Jendusa	549
Jason Fontaine	765	Kenneth Carlberg	703	Alanna Swenson	656	Monica Murray	601	Ardalan Pourvali	549
Renee Goodrich	765	Kascey Williamson	702	Julie Aprahamian	655	Jennifer Gonzalez	600	Lamar Livingston	548
Amie McCracken	764	Nina Dolman	702	Paul Snyder	652	Steven Moore	597	Stephen Creaghan	548
Teryl Jones	762	Michael Cadres	702	Bradley Wheat	651	Natain Stam	596	Toula Athanasopoulos	548
Byron Clark	761	Sean Kiersztyn	701	Sylvester Mba	651	Chin Long	592	Jovannah Aguirre	547
Brian Wolchok	759	Ruben Soberanes	700	Shari Hrehoruk	649	Albert Kunsman	592	Douglas Zigby	547
Raymon Reynolds	756	Andy Lim	700	Brock Lampee	649	Engell Alfonso	592	Kyle Taylor	544
Brian Gilmore	756	Joshua Gerneigliaro	700	Mary Ann Gaelic	647	Jesse Martin	591	Ryan Kissing	543
Kelly Bunyard	754	Ashley Delevielease	699	Ashlyn Sanders	645	Christine Levesque	591	Brody Baxter	542
Justin Oldham	754	Shane Burns	699	Jennifer Gray	645	Cherie Adams	590	Shahab Mahdavejad	541
Rachel Martinez	752	Michele Shelton	696	Jesse Sitze	645	Timothy O'Brian	588	Travis Dean	541
Louis Mauro	750	Adam Azril	696	Natasha Levandowski	644	Bridgette Johnson	588	Luis Garibay	540
Kerrie Deragon	750	Newman Hoverd	695	Marina Yurin	643	Christina Ormsby	587	Ahmad Abdollahzadeh-Parsa	538
Svetlana Belkina	750	Alex Hernandez	695	Cecil Johnson	643	Donna Trotta	586	Ricardo Garavito	537
Jacob Unger	749	Robert Cline	694	Sayed Hashimi	642	Hector DeToro	586	Robert Larkrith	537
Vincent Dexter	748	Virginia Dotson	694	Heather Hewitt	642	Kevin Holtz	585	Erin Murray	537
Pelagio Silva	747	Mercedes Ayala	693	Robert Black	641	Michelle Cox	583	Elizabeth Martinis	535
Poasi Maafu	747	Nadine Korsiger	690	Dan Zeck	639	Matthew Foster	583	Dominique Harris	534
William Crocco	747	Rudy Ayala	689	Angeles Ordas	639	Shawn Babbitt	583	Dustin Rushin	534
Robyn Stewart	746	Barbara Corigliano	689	Jennifer Kinder	639	Ralph Politano	583	Matthew Hobbs	533
Dione Simms	744	Sandra Burkey	688	Benigno Galang	634	Jake Rubin	582	Leslie Coward	533
Teresa Salgado	740	Nicholas Powell	688	Sarit Cohen	633	Joseph McCracken	581	Crystal Reeves	531
Jesse Remby	740	John Smith	687	Erich Mulzet	632	Ryan Saridakis	579	Klevis Bakiaj	530
Marvin Chalwe	739	Jeffrey Maher	687	John Velardo	630	Jun Ma	579	Michael Lindsey	530
Heather Leckrone	738	Gwendolyn Olivierduclair	686	Ronette Griffin	629	Stephon Harris	577	Alvin Massenburg	530
Matthew Tobin	736	Amy Salgado	684	Timothy Powell	629	Gordon Mocc	577	Peter Talamaivao	530
Thomas Meyer	736	Richard VanderMallie	683	Viliame Kaitani	628	Michael Smith	573	Luan Hajnaj	530
Arnold Iacoviello	735	Ethan Weidman	682	Christopher Buonanni	627	Carlos Velazquez	572	Marie Karaky	528
Janeen Souza	733	Nicholas Collins	681	David Pope	627	Alicia Holden	572	Ashley Lacy	528
Brandon Burke	732	Frantz Archin	680	Timothy Matteson	627	James Miller	572	Kevin Tyler	523
Christine Augustus	729	James Scoggins	680	Jeremy Brill	626	John Duff	572	Steve Durbin	523
Michael Redlin	727	David Watkins	679	Bernardo Lopez	626	Livigisitone Fiavaai	572	Andrea Harris	522
Maurice Baritz	727	Nathaniel Tardif	677	Carmen Young	625	Scott Hanna	572	Timothy Watson	522
Shannon Webb	726	Chantal Levy	677	Rashon Howard	625	Donald Wold	571	Sandrella Mathews	521
Travis Kajiwara	724	Konnor Wyly	676	Miki Bartolome	624	Kurtis Hopkins	571	Tia McCutcheon	520
Vojislava Trammell	723	Kevin Appasamy	674	Debra Hunter	624	James Stevens	571	Michael Boyle	519
Fehia Petelo	722	Jeremy Broumpton	674	Nicolas Ullmann	624	Brett Shannon	570	Edward Rogowski	518
Maria Hale	721	Elaine Kulawiak	673	Crystal Dickerson	623	Mavrick Fredericks	569	Clarence Boykins	518

World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Anthony Theriault	\$516	Bryan Peters	\$468	Mark Stubblefield	\$436	Paul Milheron	\$394	Joshua Cook	\$364
Thriston Lovelace	514	Debra Esquivel	468	Michael Ryan	436	Thomas VanOsdol	394	James Smolen	363
Adrian Cristea	514	Bervina Lane	467	Rosa Morales	435	Marco Skarica	394	Sharon Brenner	362
Andrew Sunkin	513	Arthur Fischer	467	Ashley Wenning	435	Jolinn Reitz	393	Misty McMurdo	361
Derron Alexander	512	Erik Boyd	466	William Seal	434	Leland Lambert	393	Allan Munro	361
John Sikora	512	Jack Keiderling	465	Nelma Puaa	433	Henalieta Kamitoni	392	Miguel Emerson	361
Phillip Kogel	511	Aimee Caudillo	465	Jose Gil	432	Janice Horslin	392	Faatasisa Ulugia	361
Nasr Quadri	511	Dana Losser	464	Vimala Punsammy	432	Teo Underhill	391	Lamine Diakhate	360
Jeanclaude Louisjeune	510	Christopher Blank	464	Soane Gallaher	432	Carrie Wheeler	391	Aaron Haynes	360
Brian Jacques	510	Ayman Awadallah	464	Mohamed Tawfik	432	Wendy Fosco	389	Erica Smith	359
Chen Mordechai	509	Theresa Jordan	461	Clayton Herron	431	James Winkler	389	Tara Heinecke	357
Peter Hudousek	507	Cameron MacCall	461	John Farley	431	Maleah Taai	388	Lautiiti Tonumaiepa	357
Caroline Hohaia	507	Samantha Sliger	461	Tien Nguyen	431	Monica Kayano	387	Tiare Hubbard	357
Tihina Finau	500	Marissa Kramer	461	Man Wong	429	Karen Sessing	387	Adeyemi Akinade	356
Lydia Lozano	500	Tricia Brown	460	Joshua Merson	428	Elisha Konieczka	387	Scott Florin	356
Jason Teves	499	Benjamin Mancillas	460	Lisa Richardson	427	Cathy Thompson	386	Marc Charder	355
Ala Awad	499	Jennifer Sullivan	460	Robert Barnett	424	Dennis George	386	Raymond Salvador	355
Salvatore D'Alessandro	498	Kouassi Appiah	458	Desere Chachere	423	Marco Escobedo	386	Zachary Ledyard	355
Taneshia Solomon	498	Lapiuingi Maka	458	Catherine Minor	423	Dustin Gaunt	386	Momodou Jallow	353
Melissa Falk	496	Benjamin Kingsbury	458	Donte Lungs	423	Dale Meyer	385	Fili Lesatele	353
Brian Sundberg	495	Patrick Nix	456	Ashley Miller	423	Christopher Tise	384	Simin Ghaderi	352
Vanessa Gutierrez	495	Maureen Champion	454	Pamela Furuya	422	Virginia Fallon	384	Jonathan Owen	352
Maelynn Robinson	495	Nancy Myers	454	Alex Grakhov	422	Marion Polk	384	Jordan Freeman	352
Michael Stearns	494	Minh Phung	454	Stacy West	421	Simone Vanderpoel	384	Qing Yuan	351
Sale Papu	494	Samuel Florent	454	Scott Davison	421	Jasmin Jackson	383	Heather Rossitto	351
Kwaku Nti	494	Andrew Bayang	452	Gloria Garrett	420	Sean Hilton	383	Anthony Harris	351
Eluercia Guzman	493	Sherri Barrera	452	Jonathan Tomko	419	David Kurtz	383	Lolinita Maue	350
Christopher M Williams	492	Dominique Smalls	451	Jason James	418	Julio Sonera	382	Andrew Smith	350
Fred Shatzoff	491	Sosefo Petelo	450	Erica Fay	416	Amber Burchett	381	Misty Olson	348
Timothy Scott	489	Benton Tong	449	Raphael Musto	415	Thomas Felicciardi	381	Robert Grills	347
Beth Wiese	487	Jackie Alston	449	Kilisimasi Segal	415	Anthony Ogletree	381	Colleen Wicks	346
Robert Werth	485	Dawn Wagner	448	Cory Hobbs	415	Brent Zorn	381	John Tepuke	346
Bob Toala	485	Angela Sestan	447	Seema Soin	414	Ryan Raagas	381	Michael Hasibar	345
Tapiwa Msisha	482	Theodore Greer	445	Tamera Williams	413	Stephane Bartlett	381	Teresa Benson	342
Glenda Barnes	482	Kristen Trogler	444	Sandy Riley	411	Kyle Klipp	381	Ryan Boutilier	342
Jose Lopes	482	Asenaca Chute	444	Susan Ramcharan	411	Omar Akram	379	Eugene Ruckle	341
Jeanne Bayer	481	Chenyn Allen	443	Joseph Babineau	410	Jessica Baker	379	James Schneider	340
Stephen Archer	481	John Passi	442	Ramon Rios	409	Deborah Temple	379	Charles Fischer	339
Tabita Neukirch	480	Meriah Narro	442	Cody Felder	409	Jessica Rhoads	378	Shirley McKie	339
Cory Liles	479	Denise Berrios	442	James Tubinis	407	Janine Rubinoff	377	Sharon Thomas	338
Maruf Khan	478	Terry Drakes	441	Andrew McQuade	406	Virginia Hinrichs	377	Glenn Love	337
Kody Kramme	478	John Sparby	441	Kevin McKean	406	Jeffrey Dieter	377	Kelly Ryan	337
Jack Bryant	478	Patricia Weaver	440	Faaec Matthes	405	Daniel T Johnson	377	George Dowd	336
Kelvin Cruz	477	Dennis Ho	440	Jared Cleckner	405	Benjamin Van Fossen	377	Dexter Phillip	336
Lori Hughes	476	Cortlan Posner	440	Kimberly Zavage	403	Juan Vallejo	377	Valery Burdin	335
Cinthia Fink	476	Eric Artis	440	Joshua Champneys	403	Jennifer Clark	376	Mapa Vaki	334
Gyad Ferguson	474	Joseph Huh	440	Brenton Betts	401	Joseph Cassillo	376	Calvanetta Franklin	333
Amanda Ciccitto	474	Micah Long	440	Peter Salerno	400	Paavo Cymanow	373	Marcus Richardson	333
Iryna Sushkova	472	Krystal Dennis	439	Aida Emanuels	400	Jessica Tasky	373	Dustin Edgell	333
Cheri Clark	471	Suruj Narain	439	Harold Cantillo	399	Sara Gilley	373	Dustin Long	332
Matthew Cartwright	470	Curtis Korneluk	439	Amy Bauch	399	Selamawit Tamirat	371	Jay Miller	332
Michele Angelini	470	Joshua Crisp	439	Sanele Lafaele	398	Kayla Laughlin	369	Shaun Carvelli	332
Clinton Spaeth	470	Zach Otto	438	Shawn Harris	397	Nicole Conrad	368	Monica Beard-Jubert	331
James Keefer	469	Alexandra Graham	437	Patrice Amador	396	Andre Hawthorne	367	Jason Wilkins	330
Christopher Stetson	469	Nic Iagulli	437	Duane Robertson	395	Hui-Na Chong	366	Joel Burdier	330
Chad Panzer	469	Liane Bissonnette	437	Connie Athanasopoulos	395	Enrique Meza	365	Jean Osambert	328

World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Reona Lenox	\$328	Miranda Mortensen	\$296	Tyler Endicott	\$274	Daniel Stramaglio	\$256	David Jackson	\$231
Mark Bushor	328	Brenda Kidd	296	Christopher Vary	273	Crystal Peters	256	Catherine Rapuano	231
Rachel Bryson	327	Terry Harper	296	Brittany Reed	273	Neal Ray	255	Aldina DaRosa	230
Edward Sherman	326	Levi Stearns	296	John Sopkowicz	273	Alexander Gonzalez	254	Jovani Chappel	229
Earl Gibson	325	April McFarlane	296	Nathan Griswold	273	Jibril Musa	254	Donald Moon	229
Devin Dingley	325	Sina P Young	296	Antonio Evans	272	Kimberly Hayes	254	Rasool Mutawakkil	229
Eric Womack	325	Kyna Thomas	295	Curtis Clark	272	Ana Avelarcabrera	252	Gladys Reed	228
Ellahe Vaziri	324	Brian Eastin	295	Amber Pesanski	272	Benjamin Stipe	252	Austin Blaschak	228
Matthew Davidson	324	Susan Bergh	295	Karina Valencia	271	Terry Fisher	252	Adelfa Parinas	228
Damian Caycayan	323	Christopher Paddock	295	Sheila Jackson	271	Keith Heckroth	252	Kyle Kaiser	227
Bradley Weigand	323	Nicholas Ohlroggen	293	Michael Palmer	271	Ronald Hopkins	252	Carol Ornellas	227
Stephanie Kies	321	Nitesh Bhogaraju	292	Kyla Barber	270	Bernadette Casciato	251	Henry Gogolin	226
Ross Fisher	321	Josh Schwab	291	Desmond Ellis	270	Blaire Fisher	251	Lester Evans	226
Corwyn Boykins	320	Mark Browning	291	Matthew Wilford	270	Jan Bito	251	Joshua Kley	225
Michael Sadallah	320	Lupie Grubb	291	Joseph Vallone	270	Ysauro Hernandez	250	Christopher Newman	225
Matthew Johnston	319	Michael Bradford	291	Shane Davis	270	Brandon Franklin	249	Tyler Zemenchik	225
Corey Jackson	319	Kevin Floramo	290	Heather Tribble	269	Savanah Ekman	249	Frances Brown	224
Nicole Hurley	318	Juan de la Cruz	290	Shelby Poston	269	Kaleb Cunningham	249	Jason Corpora	224
Samarpan Majumder	316	Kevin Pingsterhaus	290	Mardolin Tutai	269	Tondala Fowler	249	Marcia Edwards	223
Jorge Racinescalderon	315	Aaron Fehr	289	Rhonda Shaffer	268	Johanna Handa	248	Sherry Jacobs	223
Franky Fenelus	315	Losa Bikadorov	288	Nicholas Spirito	268	Joseph Vondras	248	Victor Rodriguez	223
Herivelto Pereira	315	Arnold Pacleb	288	Sean Grant	267	Dan Nebraski	248	Kevin White	222
Markena Ward	314	Joe Gomez	288	Shawn Fillier	267	Shaquona Pacheco	247	Alpha Robinson	222
Nate Waldmiller	314	Ryan Holwell	287	Andi Ramazani	264	Trauja Purifoy	247	Paul Janki	222
Julia Sigal	313	Sarah Strain	287	Dennis O'Neill	264	Emil Mohareb	246	John Tippett	222
William Pettengill	313	Qiong Liang	286	Steven Rotherforth	264	Donna Tremaine	246	Jorden Gagne	221
Rodney Mori	313	Ekalafi Tuaimaiapi	286	Ronald Soto	264	Matthew Nitz	246	Sarah Jones	220
Jay Meyer	312	Kelsey Hay	286	Kirk Kennedy	264	Frederick Hyde	246	Alison King	220
Darryn Martin	312	Daniel Jones	286	Jenna Maxwell	263	Tara Gray	246	Amanda Jones	220
Andrew Cline	311	Dominic Park	285	Rose Horgdal	263	Ryan Stenglein	244	Lily Richardson	220
Iotua Naurua	311	Jennifer McCarthy	285	Anne Royce	263	Scot Gates	243	Cassandra Johnston	218
Michael Clemente	311	Morris Turner	284	Amber McGuire	263	Andrew Weillbrenner	243	Ron Pavon	218
Abdul Yusuff	310	Tyler Green	284	Jaime Dumaresq	262	William Lloyd	243	Joshua Smith	217
David Meyers	310	Kyle Johnson	283	Eseta Fonua	262	Mary Callahan	242	Quintin Johnson	217
Lynda Blanke	309	Paul Smoley	283	Michael Church	262	Sean Cahill	242	Zachary Richardson	217
Alan Lyons	308	Jason Lafayette	282	Myron Montano	262	Charles Ferrari	242	Jared Asplundh	217
Jenna Grula	307	Edward Hardy	280	George Lahamedjian	261	Jose Rubio	242	Robert Carner	216
Candice Rezzo	306	Sharif Grays	279	John Cochrane	261	William Charnow	242	Murton Speid	216
Daniel Noll	305	Markens Benoit	279	Tivona Whiting	261	Ahjamu Umi	241	Danilo Mendoza	216
Jeffrey Stevens	305	Michelle Ryan	279	Kody Karhliker	261	Brent Penno	241	Stephanie Wright	216
Nohemy Peccorini	305	Justin Harrell	279	Patrick Steines	260	Jeffery Kitsis	241	Christina Black	215
Raymond Bentley	304	Bernadette Heu	279	Yvonne Gonzales	260	Tupou Tapueluelu	240	Jamaal Lynwood	215
Christopher Stamp	304	Alvin Hagens	279	Travis Head	260	Brian Lolar	240	Joel Ocegüera	215
Robert Rachlin	303	Precius Prevalus	278	Donald Hill	259	Leonor Guerrero	239	Justin Chaffee	215
Jorge Guerra	303	Laumanu Moalaeua	278	Ifeanyi Ufondu	259	Joseph Foster	238	Christopher Favor	214
Vishwanath Sankaran	302	Yeni Losano	278	Marvin Weatherall	258	Carissa Myers	238	Daymon Weaver	214
Richard Lyddon	302	Khristian Wicker	278	Rafael Aponte	258	Jonathan Maust	237	Aghayni Nazarian	213
Jennifer Maki	301	Harold Jara	277	Dainelle Whitman	258	Mark Robinson	236	Natalie Wiebe	213
Cumhur Gulel	300	Rolando Mamuad	277	Bijan Ghadiri	258	David M McDonald	235	Jon Cavanaugh	211
Derrick Mason	300	David Webb	276	Alexander Stamos	258	Amanda Scheidt	234	John Hochstein	211
Talalei Tanielu	300	Akenese Ati	276	Roosevelt Jeanty	257	Alejandro Soto	234	Mercedes Lopez	211
Christopher Daniels	300	Glen Havjar	275	Tanesha Clausell	257	Chad Potts	233	Mongo Edwards	210
Matthew Starr	299	Thomas Frawley	275	William Zulauf	257	Michael Williams	233	Hugh Dooley	210
Dwight Gradolph	298	Jacob Brockmann	274	Cynthia Soucy	256	Mitchell Tempo	233	James Bergen	210
Marko Jankovic	297	Michael Rosser	274	Matthew Cosic	256	Losa Siaoosi	232	Kettia Pierre	210
Christopher Keller	297	Liridon Kopliku	274	Charles Drinkard	256	Betty Hewlett	232	Vanessa Westra	209

World's Greatest Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Amber Sindlinger	\$209						
Ngatoa Ravarua	208						
Daniel Gray	208						
Jason West	208						
Zachary J Bradshaw	208						
Christian Navas	208						
David Farraway	207						
Kevin Corley	207						
Adam Cregan	207						
Beatriz Carlos	207						
Nataliya Popova	207						
Victoria Elder	207						
Valerie Joyner	206						
Brandon Smith	206						
Alice Chang	206						
Aaron Garcia	206						
Anthony Daws	205						
Willie Walker	205						
Jacqueline Walker	205						
Sofia Villanueva	205						
Rona Turner	205						
John Kernich	204						
John Kushner	204						
Jerrod Milne	204						
Richard Dyer	203						
Usenio Tuitavuki	203						
John Frey	203						
Benjamin M Thompson	203						
Ryan Ruiz	201						
Joseph Browder	200						
Michael Venezia	200						

CODES

This insert recognizes SAs, GAs, and MGAs for the number of new agents who were coded under their hierarchy for the month. The minimums for recognition are:
SA & GA – at least two codes during the month
MGA – at least three codes during the month

SA

Name	#	SGA
Denise Berrios	4	Chris Hernandez
Clark Coles	4	Altig-Orlovic
Travis Picklesimer	4	Surace-Smith
Lawerence Smith	4	Steve Greer
Jasmine Boyd	3	Altig-Orlovic-
Venkamp		
William Flournoy	3	Diego Arangopuerta
Stefan Johannsson	3	Altig-Orlovic
Jeanette Lancaster	3	Jatoft-Foti
Diego Madrid	3	Jatoft-Foti
John Philpott	3	Altig-Orlovic
Jonathan Tomko	3	Surace-Smith
Ahmad Abdollahzadeh-Parsa	2	Cohen-Cohen
Jim Berry	2	Altig-Orlovic
Olina Bishop	2	Altig-Orlovic
Christina Black	2	Oldham-Bianchi
Willie Brown	2	Michael LiBassi

Name	#	SGA
Kelly Bunyard	2	Steve Greer
Kalle Convery	2	Simon Arias
Valerie Cormier	2	Steve Greer
David Cowan	2	Surace-Smith
Alex Dmyterko	2	Altig-Orlovic-Lyse
Rashaan Elam	2	Fred Hadayia
Nathaniel Faber	2	Slav Bitman
Uatesoni Filimoehala	2	Steve Friedlander
Dustin Gaunt	2	Cisco Perez
Cumhur Gulel	2	Alt-Orl-Traboulay
Rashon Howard	2	Fred Hadayia
Debra Hunter	2	Fred Hadayia
Nic Iagulli	2	Surace-Smith
Theresa Jordan	2	Matthew Hogan
Wayne Lee	2	Cisco Perez
Amber LeMasters	2	Surace-Smith
Brandon MacDonald	2	Scott Sonnenberg

Name	#	SGA
Jonathan MacLennan	2	Chris LaFond
Andrew McQuade	2	Steven DiChiaro
Mario Meza	2	Steven DiChiaro
Christopher Newman	2	Surace-Smith
Maria Ramirez	2	Bob Olson
Raymon Reynolds	2	Chris Hernandez
William Russell	2	Steve Friedlander
Ruben Santillana	2	Steve Friedlander
Ofa Siasau	2	Steve Friedlander
Marie Sio	2	Steve Friedlander
Senelinah Talamaivao	2	Steve Friedlander
Sara Vaz	2	Altig-Orlovic
John Velardo	2	Chris LaFond
Brian Wilson	2	Michael LiBassi
Ryan Wilson	2	Philip Prata

GA

Name	#	SGA
Richard Henry	6	Alex Roland
Timothy Clark	5	Surace-Smith
Seiloni Filimoehala	5	Steve Friedlander
Daniel Mastropolo	5	Slav Bitman
Michael Perez	5	Cisco Perez
Matthew Ficarra	4	Oldham-Bianchi
Richard Johnson	4	Matthew Hogan
Ariana Jones	4	Theodore Pappas
Fritznel Octave	4	Williams-Zophin
Cecilia San Diego-Tomas	4	Jatoft-Foti
Kirk Waters	4	Slav Bitman
Kyle Wrobel	4	Surace-Smith
Barbara Corigliano	3	Sabrina Lloyd
Herman Fennell	3	Matthew Hogan
Larry Finch	3	Matthew Hogan
Joshua Fosnight	3	Simon Arias
Karen Gagarin	3	Jatoft-Foti
Christopher Grunditz	3	Laura Fisher
Marcus Howard	3	Surace-Smith
Nicole Johnson	3	Surace-Smith
Kasali Kotun	3	Williams-Zophin
Andrea Nichols	3	Oldham-Bianchi
Nasr Quadri	3	Theodore Pappas
Domonique Taylor	3	Slav Bitman
Timothy Watson	3	Surace-Smith
Christine Weatherspoon	3	Mark Beckford

Name	#	SGA
Mark Wyner	3	Sabrina Lloyd
Thomas Yarbrough	3	Oldham-Bianchi
Anthony Anderson	2	Mark Hancock
Matthew Barrion	2	Bob Olson
Heather Beals	2	Matt Wolfanger
Felix Berger	2	Joe Manone
Erik Boyd	2	Fred Hadayia
Michael Collins	2	Philip Prata
Dennis Conwell	2	Robert Shafer
Randall Cook	2	Joseph Diecedue
Christine Curran	2	Giglione-Ackerman
Andrew Dailey	2	Oldham-Bianchi
Karolina Debek	2	Sabrina Lloyd
Juan de la Cruz	2	Desi Dimitrova
Amosa Faamanu	2	Steve Friedlander
Kelly Finnen	2	Steve Greer
Deane Guldan	2	Curtis Moreland
Elias Hazen	2	Surace-Smith
Seth Holmberg	2	Jatoft-Foti
Kevin Holtz	2	Surace-Smith
Burnette Hughes	2	Bob Olson
Kraig Jilge	2	Jatoft-Foti
Kody Karhliker	2	Jeremy Harbin
David Livingston	2	Surace-Smith
Richard Lyddon	2	Steven DiChiaro
Christopher Madsen	2	Eric Cochran

Name	#	SGA
Charles McMMain	2	T J Powers
Richard Mejia	2	Gevorg Yanukyan
Steven Moore	2	Scott Sonnenberg
Luciana Mosca	2	Bob Olson
Marco Omiago-Philips	2	James Bailey
Nicholas Patterson	2	Theodore Pappas
Scott Patterson	2	Joseph Diecedue
Bryan Peters	2	Eric Neal
Michael Phillips	2	Steven DiChiaro
Phillip Rigoli	2	Laura Fisher
Norman Roy	2	Matt Henderson
Lucan Schmidt	2	Simon Arias
Edward Sherman	2	James Bailey
James Smith	2	Altig-Orlovic-Hay
Tim Smith	2	Jeffery Thiel
Taneshia Solomon	2	Steve Greer
Rafael Spratling	2	Matt Henderson
Eric Trautloff	2	Furer-Whittinghill
Preston Turner	2	Steven DiChiaro
Mapa Vaki	2	Steve Friedlander
Ransley Vazquez	2	Bob Olson
Bryon Welch	2	Steve Friedlander
Karl White	2	Philip Prata
Beth Wiese	2	Eric Neal
Rhett Zimmerman	2	Diego Arangopuerta

CODES

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 MGA – at least three codes during the month

MGA

Name	#	SGA
Patrick Bendure	11	Surace-Smith
Brett Gryska	9	Oldham-Bianchi
Raymond Risucci	9	Dorian Oldham
Brent Arbour	7	Cisco Perez
Jason Bratin	7	Theodore Pappas
Bo Gentile	7	Williams-Zophin
Daron Hacker	7	Surace-Smith
Charles Mickens	7	Matthew Hogan
Simon Rolland	7	Steve Friedlander
Ryan Vopat	7	Surace-Smith
Ala Awad	6	Alex Roland
Carlo Bonifazi	6	Bob Olson
Mark Corkrean	6	Steve Greer
Ryan Hall	6	Laura Fisher
Mathew Hart	6	Surace-Smith
Daniel Hartwig	6	Surace-Smith
Jack Keiderling	6	Giglione-Ackerman
Taina Lameko	6	Steve Friedlander
Timothy Matteson	6	Chris Hernandez
Matthew Parks	6	Surace-Smith
Cody Terrell	6	Diego Arangopuerta
Jason Adamo	5	Matt Wolfanger
Samantha Chui	5	Matthew Hogan
Matthew Diulus	5	Simon Arias
Mack Doby	5	Joseph Diecedue
Mark Gorman	5	Chris Hernandez
Stephen Hill	5	Steve Friedlander
Mark Kukielski	5	Eric Neal
Jason Lassic	5	Cunningham-Weatherspoon
Michael Romeo	5	Oldham-Bianchi
Javier Sandoval	5	Steven DiChiaro
Darcy Schrieber	5	Paul Rumbuc
Matthew Turnquist	5	Steven DiChiaro
Bob Wingate	5	Slav Bitman
Andrew Aaron	4	Altig-Orlovic
Richard Barbour	4	Steve Greer
Christopher Chovanec	4	Steve Greer
Samuel Cohen	4	Fred Hadayia
Leslie Ellis	4	Bob Olson
Nicholas Engrav	4	Joe Manone
Sharif Grays	4	Furer-Whittinghill
Tracy Haden	4	Steve Greer
Ben Halali	4	Jatoft-Foti
Hal Herman	4	Oldham-Bianchi
Evan Holzhauser	4	Giglione-Ackerman
Dmitriy Kagan	4	Slav Bitman
Garret Kun	4	Fred Hadayia
Gil Legarte	4	Jatoft-Foti

Name	#	SGA
Melne Lewis	4	Bob Olson
Nicholas Lorence	4	Altig-Orlovic
Ernesto Magat	4	Jatoft-Foti
Jonathan Maust	4	Altig-Orlovic-Hay
Matt Pflueger	4	Tiffany Roland
Patrick Stenglein	4	Altig-Orlovic
Jared Sykes	4	Eric Neal
Nicolas Ullmann	4	Giglione-Ackerman
Natalie Wagner	4	Altig-Orlovic
David Wang	4	Bob Olson
Marisa Willgruber	4	Fred Hadayia
Andrew Bishop	3	Altig-Orlovic
Michael Burningham	3	Altig-Orlovic
Nicholas Collins	3	Steve Friedlander
Scott Cooper	3	James Bailey
Richard Correa	3	Steven DiChiaro
Rory Crockford	3	Altig-Orlovic
Kellen Cuttance	3	Slav Bitman
Caleb Douce	3	Jeffery Thiel
Mitch Duplantis	3	David Hausman
Todd Engelson	3	Alt-Orl-Venekamp
Luay Ghawi	3	Alt-Orl-Traboulay
Mark Glazer	3	Theodore Pappas
Alexandra Graham	3	Fred Hadayia
Andrew Helgeson	3	Altig-Orlovic
Alex Hernandez	3	Desi Dimitrova
Joshua Jackson	3	Joseph Diecedue
Danielle Jankowski	3	Michael LiBassi
Kyle Johnson	3	Williams-Zophin
Darrell Jones	3	Giglione-Ackerman
Stephen Jubrey	3	Oldham-Bianchi
Eric LaBossiere	3	Altig-Orlovic
Lorenzo Lameko	3	Steve Friedlander
Richard Lepis	3	Philip Prata
Jeffrey Maher	3	Samuel LaSala
Ryan Neel	3	T J Powers
Mark Neilson	3	Altig-Orlovic
Richard Nicholson	3	Jeremy Harbin
Aaron Parks	3	Simon Arias
Garik Petrosyan	3	Gevorg Yanukyan
Syed Quadri	3	Theodore Pappas
Doreen Ryan-Foti	3	Jatoft-Foti
Angel Sanchez	3	Scott Sonnenberg
Curt Snow	3	Jatoft-Foti
Craig Strompf	3	Furer-Whittinghill
Andres Sylva	3	Williams-Zophin
Cathy Thompson	3	Sonny Gurney
Thomas Vena	3	Simon Arias

Name	#	SGA
Brian Welsh	3	Simon Arias
Michael Williams	3	Matt Henderson
Jake Yagjian	3	Chris LaFond



See *Spotlight*, page 11 for top 50 qualifiers and YTD bonus leaders.
For full contest details, visit www.ailife.com/spotlight.aspx

Total: \$174,972

Qualifier	Bonus	SGA
Philip Walters	970	Travis Moody
Pamela Altman	947	Surace-Smith
Peter Chung	946	Jatoft-Foti
Kyle Taylor	929	Travis Moody
Janice Moseychuck	925	Imran Satti
Carl Carlberg	901	Gevorg Yanukyan
Zachary Santino	901	Oldham-Bianchi
Christine Weatherspoon	894	Mark Beckford
Shannon Webb	880	Oldham-Bianchi
Aaron Ralston	857	Jeremy Welch
Courtney Griffith	837	Mark Hancock
Johnathan Rekieta	832	Chris Hernandez
Christine Curran	811	Giglione-Ackerman
Norman Roy	804	Matt Henderson
Philip Roffi	795	Furer-Whittinghill
Matthew Ficarra	778	Oldham-Bianchi
Kenneth Ludwig	776	Steven DiChiaro
Chris Lussier	748	Steven DiChiaro
Kirk Waters	746	Slav Bitman
Andrea Nichols	742	Oldham-Bianchi
Jude Bordeaux	737	LaTonya Tucker
Carmela Pellen	736	Simon Arias
Prentiss Parker	736	Cohen-Cohen
Fehia Petelo	721	Steve Friedlander
Roger Weisman	711	Oldham-Bianchi
Jesus Machado	698	Furer-Whittinghill
Marion Magat	681	Jatoft-Foti
Steven Rotherforth	657	Oldham-Bianchi
Arieta Salusalu	657	Steve Friedlander
Dwayne Cameron	654	Theodore Pappas
Kraig Jilge	642	Jatoft-Foti
Reynaldo Singon	636	Desi Dimitrova
Rafael Spratling	610	Matt Henderson
Ashley Delevieuse	609	Philip Prata
David Cowan	605	Surace-Smith
Stefan Johannsson	585	Altig-Orlovic
Jean-Francois Diotte	585	Imran Satti
Henry Briggs	584	Steve Friedlander
Tim Smith	582	Jeffery Thiel
Christopher Buonanni	581	Matt Henderson
Scott Patterson	575	Joseph Diecedue
Clayton Herron	566	Steve Greer
Stephen Jeung	538	Cohen-Cohen
Beth Wiese	531	Eric Neal
Mickenzie Linse	530	Joe Manone
Loren Martinez	528	Theodore Pappas
Shahab Mahdavienejad	513	Theodore Pappas
Kristan McConnell	510	Matthew Hogan
Herman Fennell	506	Matthew Hogan
Corwyn Boykins	505	Jeffery Thiel
Jonathan Santiago	503	Laura Fisher
Cameron MacCall	500	Fred Hadayia
Dustin Edgell	488	Paul Rumbuc

Qualifier	Bonus	SGA
Antonio Evans	480	Joe Manone
Jennifer Strickling	479	Altig-Orlovic
Craig Steeves	475	Williams-Zophin
Brent Wilhelmi	468	Steven DiChiaro
Felix Berger	465	Joe Manone
Bradley Ward	461	Surace-Smith
Diego Madrid	457	Jatoft-Foti
Puna Pua	456	Steve Friedlander
Tyler McBride	456	Alt-Orl-Traboulay
Katie Shugert	450	Surace-Smith
Konnor Wyly	443	Joseph Diecedue
Brian Hutchings	442	Oldham-Bianchi
Amanda Voelz	431	Samuel LaSala
Ivana Ofakineiafu	429	Steve Friedlander
Debra Hunter	425	Fred Hadayia
Rita Charles	417	Steve Friedlander
Ali Zaidi	415	Theodore Pappas
Domonique Taylor	410	Slav Bitman
Mavrick Fredericks	409	Giglione-Ackerman
Karen Gagarin	408	Jatoft-Foti
Randall Cook	397	Joseph Diecedue
Ronald Wellman	387	Altig-Orlovic-Lyse
Lauren Coyne	387	Altig-Orlovic
Clark Coles	386	Altig-Orlovic
James Boyne	382	Giglione-Ackerman
AhmadAbdollahzadeh-Parsa	382	Cohen-Cohen
Cordell Key	379	Tim McAdams
Emmanuel Villasenor	377	Chris Hernandez
Kevin Galloway	372	Fred Hadayia
Lesina Ah Sue	365	Steve Friedlander
Viet Chung	362	Jatoft-Foti
Matthew Raney	360	Altig-Orlovic
Matthew Lukesh	354	Matt Henderson
Lynn Doolittle	349	Joe Manone
Faleseu Ieremia	348	Steve Friedlander
Thomas Soloweyko	343	Steve Greer
Amanda Beyersdorff	337	Surace-Smith
Albie Udom	328	Jatoft-Foti
Erik Boyd	327	Fred Hadayia
Marcus Richardson	320	Steven DiChiaro
Bryan Czajkowski	317	Matt Henderson
Kody Karhliker	315	Jeremy Harbin
Daniel Johnson	315	Surace-Smith
Jonathan Tomko	314	Surace-Smith
Gary Lee	307	Josh Chalom
Gursandeep Boparai	307	Furer-Whittinghill
Theresa Jordan	304	Matthew Hogan
Deonna Fields	299	Tim McAdams
Lucan Schmidt	298	Simon Arias
Ruben Santillana	293	Steve Friedlander
Jesse Remby	292	Simon Arias
Nicole Johnson	290	Surace-Smith
Joshua Fosnight	288	Simon Arias

Qualifier	Bonus	SGA
Allen Nelson	287	Steven DiChiaro
Michael Polakowski	286	Simon Arias
Adam Azril	286	Altig-Orlovic
John Stankoski	285	Simon Arias
Terrilyn Cheatham	282	Tim McAdams
Amr Shater	282	David Hausman
Christian Napiza	279	Jatoft-Foti
James Keefer	277	Simon Arias
Barbara Corigliano	276	Sabrina Lloyd
Ellahe Vaziri	266	Josh Chalom
Bobby Szwaja	264	Theodore Pappas
Antonio Bond	264	Surace-Smith
Karen Sessing	249	David Hausman
Bruce Viaje	245	Altig-Orlovic
Erna Gasanin	244	Fred Hadayia
DeAnthony Hartman	241	Paul Rumbuc
Hannah Welfling	241	Simon Arias
Cameron Severns	238	Altig-Orlovic
Nathaniel Faber	236	Slav Bitman
Jim Berry	231	Altig-Orlovic
Andre McCallum	229	Surace-Smith
Markena Ward	229	Fred Hadayia
Kelly Finnen	222	Steve Greer
Jonathan Owen	206	Simon Arias

